A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

September 12, 1966

Scotland seeks U.S. business links

Guide to 120 nations' tariff systems

Arizona's export 'Attack Force'

Argentina trade outlook reviewed

International Trade Winds Newsletter

Company News

COMMUNICATIONS—RCA Communications Inc. has inaugurated the first fully automatic international telex service for use by the nation's TWX subscribers. Computer installations in New York and San Francisco will speed teleprinter connections between 60,000 Bell System TWX users in the U.S. and 100,000 telex customers in Europe. The computers will route calls via cable, radio, or satellite circuits, and will compensate for speed differences and keyboard irregularities in foreign countries.

CHEMICALS—Hughson Chemical Co. division of Lord Corp., Erie, Pa., has formed a new subsidiary in Mexico, Hughson Quimica de Mexico, SA, with headquarters in Mexico City. Jointly owned by Hughson and Mexican industrialist Luis Olaviarreta, the new company will manufacture and distribute oil-free urethane coatings and other urethane-based products throughout Mexico. The company will be the first to produce such items in Mexico.

DATA PROCESSING—Construction has been started on a new manufacturing facility in Fujisawa, Japan, by IBM Japan, Ltd., a wholly-owned subsidiary of IBM World Trade Corp., New York. The Japanese plant will join two in the U.S. and three abroad which have been designed to produce IBM's System/360 computers. The other plants, all of which have started production recently, are in Montpellier, France; Mainz, Germany; Vimercate, Italy; Raleigh, N.C.; and Boulder, Colo.

COMMUNICATIONS—Telex communication between the U.S. and Nicaragua has been inaugurated by All America Cables and Radio, Inc., an affiliate of ITT World Communications, Inc. The service will enable All America's telex subscribers and the interconnecting telex network in Nicaragua to exchange printed information with subscribers in other parts of the world via ITT's international circuits. Other Central American countries now linked by telex under ITT's service are Panama and Costa Rica, with similar service planned for El Salvador.

More than 1,000 prospective agents or representatives visited the Nairobi Sample Display Center in its first year of operation. 15 agency agreements were signed and others are being negotiated. Display Center presence convinced local businessmen and government officials of serious U.S. interest in increasing trade with East Africa.

A $20,000 contract already has been delivered by Eastern Consultants, appointed agent in February for Garrett Industries of Pennsylvania, at the U.S. Trade Center Building Materials Show in Tokyo.

On-the-floor selling was intense at the Milan Trade Center Production Equipment Show. $155,000 was the first report with another $100,000 estimated to follow. Sales for the next year by exhibitors were projected to more than three-and-a-half million dollars.

"Where are the Pennsylvania companies?" asked visiting Governor Scranton in vain at the U.S. Trade Center Modernization Equipment Show in Tokyo. A Pennsylvania products exhibit may now be in the works.

A compound of ground corn cobs used to polish metal was one of the items from Bridgeport Industrial Products that was a smash hit in the Milan Trade Center. Never having sold in Europe before, President George Schopick appointed two representatives in Italy and distributors for France and Portugal. Negotiations started with three Italian manufacturers and a French company for the local manufacture of Bridgeport products--and an agency is pending in Germany. "Sales inquiries have been legion and we have been virtually inundated by eager, qualified buyers," said Mr. Schopick.

Readers of World Trade Opportunities know France is a rapidly growing market for cooking utensils. Last year 44 percent of the French market was for enamelware against 50 percent for aluminum. Enamelware has over half the German market but only 20 percent of the Netherlands market. Aluminum sales are ten times as high as those for enamelware in England. Stainless steel is making strong inroads on the Italian and Swiss markets.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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in this issue

The import tariff systems of more than 120 countries are summarized in a special report beginning on page 2. The survey covers countries where foreign trade is not a governmental monopoly, and tells U.S. exporters how to obtain official copies of the complete tariff schedules of every country for which they are available. A report on the import licensing practices of most of these same countries appeared in the Aug. 29 issue of INTERNATIONAL COMMERCE.

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AID IN APPRAISING MARKETS

World customs tariffs

Import tariff systems of over 120 countries summarized for U.S. exporters

Prepared in the
Office of International Regional Economics

The import tariff systems of over 120 foreign countries are summarized below to aid U.S. businessmen in surveying world markets.

The summary includes most countries other than those whose foreign trade is a Government monopoly conducted by governmental organizations.

Countries using either of two standard classification systems—the U.N. Standard International Trade Classification (SITC) or the Brussels Tariff Nomenclature (BTN)—in their tariff structures are identified by the designations "SITC" or "BTN."

Where countries' tariff schedules have been published and are reasonably current, their availability, including updating services, is reported in the summary. Lack of price data generally means that the publication is not available for purchase. The listed prices, of course, are subject to change.

The language in which each publication is written is indicated by its title, unless otherwise stated. English translations published in the foreign country are noted where available.

English translations of foreign-language tariff schedules are printed in the *International Customs Journal (Bulletin International des Douanes)* series published by the International Customs Tariffs Bureau in Brussels. This Bureau publishes in five languages the customs tariffs of most of the world's trading countries.

The *International Customs Journals* for over 40 countries can be purchased in English translation from the Clearinghouse for Scientific and Technical Information, U.S. Department of Commerce, Springfield, Virginia 22151. A list of *International Customs Journals* currently available from the Clearinghouse is printed on page eight.

As available, copies of the *International Customs Journals* may also be borrowed from Commerce Department Field Offices.

Tariff structures and rates shown in the *International Customs Journals* are subject to change after the *Journals* are published. Comprehensive editions (Supplements) covering major changes are published by the International Customs Tariffs Bureau in Brussels and may be purchased from the Clearinghouse as they become available. But in some cases, because of tariff rate changes, *International Customs Journals* will not be as current as the original, native-language publications, especially those with looseleaf supplements.

Major changes in tariffs of individual foreign countries are reported each week in the "Foreign Government Actions" section of this magazine, which is published by the Bureau of International Commerce (BIC). For the latest tariff information on individual products imported into specific foreign countries, consult your local Department of Commerce Field Office.

Foreign import tariff systems are also described thoroughly in the Commerce Department's *Overseas Business Reports* series "Foreign Trade Regulations of (country)." These reports also discuss foreign customs surcharges and internal taxes on imports, shipping documentation requirements, marking and labeling procedures, import licensing and exchange controls and other special foreign customs provisions such as free trade zones and temporary entry of merchandise. Individual duty rates are not listed.

Current "Foreign Trade Regulations" publications, which are available for most countries, are listed in BIC's *Checklist of International Business Publications* which is published every six months.

Copies of the *Checklist,* which also lists all other foreign trade publications available from BIC, may be obtained through any Commerce Department Field Office or from the Sales and Distribution Section, U.S. Department of Commerce, Washington, D.C. 20230.

The designations EEC and EFTA refer to European Economic Community, whose full members are Belgium, France, Germany (Federal Republic), Italy, Luxembourg and the Netherlands (Greece and Turkey are associate members); and European Free Trade Association, whose full members are Austria, Denmark, Norway, Portugal, Sweden, Switzerland and United Kingdom (Finland is an associate member).

EEC countries are adjusting their individual national duty rates to the rates of the Common External Tariff (CXT). CXT rates are scheduled to be applied to imports from non-EEC countries on July 1, 1968 by all six of the EEC countries. Rates are low for raw materials, moderate for semi-finished goods and machinery, and relatively high for food products and certain other finished products. Internally, EEC countries are eliminating duties on trade among themselves. To date, internal rates have been cut 80% for goods in the industrial sector; a further 5% reduction is scheduled for July 1, 1967; a final 15% reduction is scheduled for July 1, 1968.

Tarif Douanier des Communautes Europeenes, July 1963, is a looseleaf edition containing CXT duty rates as well as reductions and suspensions of these rates. Write: Information Service of the EEC, Farragut Bldg., Washington, D.C. Copies of basic document plus periodic supplements, $15.

General Agreement on Tariffs and Trade; Analysis of United States Negotiations, Vol. IV; is an unofficial translation of the CXT showing originally established rates of duty

and revisions resulting from concessions granted in the 1960-61 tariff negotiations. Department of State publication, available from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., $1.

EFTA countries are eliminating duties on trade among themselves on industrial products. Unlike EEC, however, EFTA countries will retain their individual national duty rates on imports from non-EFTA countries. To date, member states have generally reduced internal rates by 80%. The remaining 20% is scheduled to be eliminated on December 31, 1966.

Austria. BTN. Ad valorem duty rates apply to most positions. Rates range from 0 to 10% for raw materials, semifinished goods up to 20% and finished products to 40%. For anticyclical reasons, voluntary reductions of 10%, sometimes more, extended to large number of nonagricultural items. Preferential reductions extended to industrial and certain other goods originating in other EFTA member states.

Oesterreichischer Gebrauchs-Zolltarif, looseleaf edition listing customs duties and supplementary sections of laws relative to custom valuation, tare tariff and turnover equalization tax, is published by Zoll-und Steuernachrichten, 148a Landstrasser Hauptstrasse, Vienna III. AS240 ($9.30). Annual supplements to this publication are priced at AS100 ($3.90).

Belgium. BTN. Has common tariff with Benelux partners, the Netherlands and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of the Congo (Kinshasa), Rwanda, Burundi and Dutch overseas territories, also to all products from EEC countries outside Benelux.

Tarif des Droits d'Entree, des Taxes de Transmission des Droite d'Accise et de Regime des Licenses, 1965, a looseleaf publication in one volume, includes import duty rates, excise duties, transmission taxes, licensing and similar restrictions. Editorial Office, 2 rue des General Thys, Brussels 5. 895 francs ($17.90) for the volume; additional charge for replacement sheets.

Nomenclature Douaniere des Marchandises, 1964, is a looseleaf publication, containing alphabetical index of Benelux Customs Tariff. Editorial Office, 9 rue St. Bernard, Brussels. 350 francs ($7); replacements, 3 francs ($0.06) a sheet, billed quarterly.

Denmark. BTN. Low tariff country with many commodities entering free of duty. Duty rates range from free to about 20% ad valorem. Most clothing items have a duty of 22.5%, and majority of machinery products have a duty range from 5 to about 12%. Denmark grants preferential tariff treatment for industrial and certain other goods originating in other EFTA countries.

Den Danske Toldtarif contains duties and taxes. Obtainable from G. E. C. Gadsfdag, Copenhagen.

Finland. BTN. Maintains rates of less than 20% ad valorem on majority of goods. Most industrial raw materials enter duty free; certain wearing apparel subject to 40% rates. Chief domestic agricultural products are protected by a system of agricultural fees. Finland grants preferential tariff treatment to industrial and certain other goods originating in EFTA full-member countries.

Finlands Tulltariff (in Swedish) same as *Suomen Tullitariffi* (in Finnish). About $6. Includes import duty rates and licensing status. Statens Publikationsbyra, Annegatan 44, Helsinki.

France. BTN. Import duties are not excessive. With a few exceptions, duties on agricultural products range from free to 26% ad valorem. Most industrial raw materials may enter either duty free or at a very low rate. Import tariffs for industrial products range from about 8.5 to 20% ad valorem.

"Minimum" duty rates granted to nations enjoying most-favored-nation treatment including U.S. preferential tariff reduction is accorded on products originating from other EEC member countries. Certain members of franc zone consisting of former and present French overseas areas receive preferential treatment which accords duty-free entry.

Tarif Douanier Francais Utilitaire includes import duty rates, taxes, licensing status and most other import restrictions, and sanitary regulations. Encyclopedie Douaniers, 43 rue du Colise, Paris (8). About $90 a year for looseleaf edition. Price includes supplying of notices of all changes and amendments to duty rates enacted during year.

Germany, Federal Republic of, including **West Berlin.** BTN. Tariffs low in past, increasing in line with EEC obligations. Present tariffs 0 to 10% for raw materials, up to 18% for semi-finished items and 25% for finished goods. Tariffs and EEC levies high for some agricultural items. Some items subject to specific duties. Reductions granted EEC members.

All present customs duties as well as the proposed Common External Tariff and the turnover equalization tax are published in the *Bundesgesetzblatt,* obtainable from the Bundesanzeiger Verlagsges mbh, Bonn. Subscription price, quarterly, DM5 ($1.25). A loose-leaf edition issued by the Minister of Finance, *Deutscher Gebrauchs-Zolltarif,* is available from Verlag des Bundesanzeigers, Breite Strasse (Pressehaus), Cologne. Loose leaves are issued, as appropriate, to update the basic tariff book.

Greece. BTN. Except for raw materials, machinery and equipment, import duties are generally high, especially on textile products, agricultural products and consumer durable goods. In accordance with the provisions of the Greek-EEC Association Agreement, effective Nov. 1, 1962, Greece has reduced its import duty rates vis-a-vis EEC member countries by 30% for agricultural commodities and by 10% for manufactured goods. Greek import duties on products from the EEC will be gradually reduced to zero over a period of 22 years for manufactured goods and 12 years for agricultural commodities.

Damologion, 1960, includes import duties. $3.33 a copy payable to National Printing Office, Ministry of Finance, Athens.

Iceland. BTN. This recently introduced tariff nomenclature unifies a complicated system of import charges and eliminates excessively high duties. Nevertheless, many tariff rates, both for fiscal and protective reasons, still remain high, while others, especially on basic necessities and materials for agriculture and fishing, are low or nonexistent.

English translation of the schedule entitled *The Customs Tariff of Iceland* can be obtained from Felagsprentsmidjan Ltd., Reykjavik.

Ireland. BTN. Tariff rates on many chemical products and raw materials are low, but duties on most other products tend to be very high and change infrequently. Tariff exemptions are often granted for industrial goods not locally available. Four types of preferential treatment are granted: to the U.K.; Canada; other Commonwealth preference Area countries; and Northern Ireland. These lower preferential rates apply only to certain selected products and are generally much lower than the full rate.

Customs and Excise Tariff includes customs and excise duties, general summary of restrictions and prohibitions of imports and exports. Government Publication Sale Office, G.P.O. Arcade, Dublin, 12s. 6d. ($1.75). Amendments to tariff are issued from time to time and may be obtained free of charge.

Italy. BTN. A relatively high-duty EEC country except that certain needed raw materials enter free or at low duties. However, since 1957 duties have been reduced to EEC countries, in stages, and smaller but substantial reductions have been made also to the U.S. and other non-EEC countries. Practically all rates ad valorem. No customs surtaxes.

Tariffa dei Dazi Doganali di Importazione della Repubblica Italiana, 1965. Istituto Poligrafico dello Stato, Libreria dello Stato, Rome; 15,000 lire ($24). Changes in the tariff are listed periodically in modification sheets (foglio di modificazione). *Foglio di Modificazione, N. 1* and *N. 2,* available for 200 lire ($0.32) and 2,500 lire ($4.00), respectively.

Luxembourg. BTN. Has common tariff with Benelux partners, Belgium and the Netherlands. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products mainly agricultural, from Republic of the Congo (Kinshasa), Rwanda, Burundi and Dutch overseas territories; also to EEC countries outside Benelux.

The Luxembourg version of the Benelux tariff is published in the Grand Duchy's official gazette, *Mémorial,* and not as a separate publication. Changes in the tariff are also published in *Mémorial* as they occur. Imprimerie de la Cour Victor Buck, Luxembourg City. Issued weekly or more frequently as circumstances warrant.

Malta. BTN. Duty rates generally high for furniture, textiles, leather goods, and luxury items but usually low or nonexistent on chemicals, raw materials, and necessities. Preferential treatment is accorded to British Commonwealth countries.

Netherlands. BTN. Has common tariff with Benelux partners, Belgium and Luxembourg. Duties, generally low for raw materials, moderate for semifinished products and industrial machinery and substantial for some finished products, especially wearing apparel and other consumer goods. Duties change

infrequently, usually in accordance with schedule under EEC Treaty. Preferential treatment accorded certain products, mainly agricultural, from Republic of Congo (Kinshasa), Rwanda, Burundi, and Dutch overseas territories; also the EEC countries outside Benelux.

Tarief Van Invoerrechten contains import duty rates, turnover tax rates, licensing regulations, and explanatory notes to the tariff. Looseleaf, in 4 volumes, N.V. uitgeversmaatschappij AE E. Kluwer, Deventer-Antwerpen.

Belasting Heffing Bij Invoer contains detailed information on various taxes levied on imports. Looseleaf, in 2 volumes. N.V. uitgevers-maatschappji AE. E. Kluwer, Deventer-Antwerpen.

In-En Uitvoerniews (imports and export news) is a monthly publication of recently enacted import and export regulations, including duties, taxes, quotas and similar subjects. N.V. uitgevers-maatschappij AE. E. Kluwer, Deventer-Antwerpen. 40 guilders ($11.08) a year; binding 1.85 guilders ($0.51).

Norway. BTN. A moderate tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on industrial products run as high as 30%. Certain machinery of a type not produced in Norway are often given preferential tariff treatment. Chief domestic agricultural products receive tariff protection. Preferential tariff treatment is granted most industrial and certain other goods originating in EFTA member countries.

Norwegian customs tariff *Tolltariff*, about $6, includes tariff schedule, import and export regulations, excerpts from basic tariff regulations, licensing status and import and export free list areas A/S Bokcentralen, Oslo.

Portugal. BTN. A generally high duty tariff, with both minimum and maximum rate schedules. Rates are generally specific. Imports of most goods from EFTA are dutiable at 20% or 70% of minimum schedule.

Panta dos Direitos de Importacao, published by Imprensa Nacional de Lisboa, 1959, contains import duties. A number of changes have been made, most of which have been incorporated in Supplement Nos. 1, 2 and 3 of the International Customs Journal, Portugal, No. 9 (8th ed.), Dec. 1960.

Spain. BTN. High-duty tariff, almost all rates ad valorem. Many lower rates, called transistory duties, are temporarily in effect for anti-inflationary reasons. It is a single-column tariff so that the same rates are applicable to imports of all origins. There is a compensatory import tax on imports which is the equivalent of sales and other taxes paid on domestic goods.

Arancel de Aduanese Impuesto de Compensacion de Grovamenes Interiores, published by Organizacion Sindical Espanola, Huertos 73, Madrid, contains import duties, taxes, and licensing information.

Sweden. BTN. A low tariff country. Raw materials essential to agriculture and industry enter duty free. Duties on manufactured goods run as high as 20% for certain textiles and textile products. Chief domestic agricultural products are protected by a system of agricultural fees. Preferential tariff treatment is granted industrial and certain other goods originating in EFTA member countries. A looseleaf edition entitled Tullverkets Foerfattningshandoecker 1:1, published by Kungl Generaltullstyrrelsen, Stockholm, contains import duties.

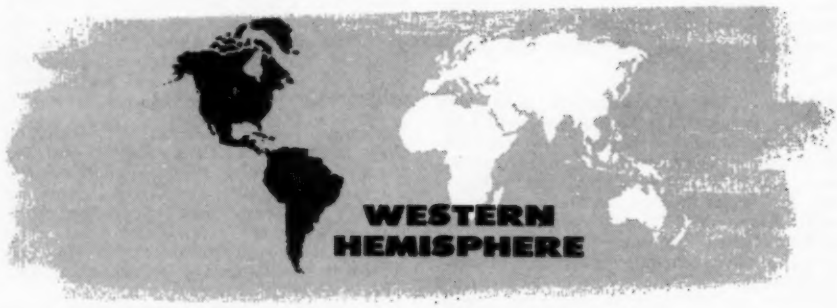
Switzerland. BTN. Import duties are moderate. Preferential duty treatment granted to GATT members including the United States, and those countries with which bilateral trade agreements have been concluded. Switzerland grants a preferential tariff reduction on import of industrial products and certain other goods from EFTA member countries.

Tarif d'Usage des Douanes Suisses, about $10, a looseleaf edition, includes duty rates, taxes, licensing status and sanitary rules. Direction Generale des Douanes, Bern.

United Kingdom. BTN. Duties on raw materials are low. On finished products, most duties range from moderate to high. Consumer products generally are dutiable at a high rate. Tariff rates do not change frequently, except for periodic reductions to members of EFTA. Three types of preferential treatment are granted: to Ireland; to other Commonwealth preference countries; and to EFTA countries. Commonwealth products generally enter the United Kingdom free of duty. Temporary surcharge of 10% levied on c.i.f. value of most imports from all countries, is scheduled to terminate on November 30.

H. M. Customs & Excise Tariff of the United Kingdom of Great Britain & Northern Ireland includes import duty rates, excise taxes and a general summary of import and export restrictions and prohibitions. H. M. Stationery Office, 423 Oxford St., London, W.1., £5 7s. 6d. ($15.05) a year for looseleaf edition, payable to H. M. Stationery Office. Price includes all changes and amendments to duty rates enacted during year. Price without amendments is £2 7s. 6d. ($6.65).

Yugoslavia. BTN. Tariff (nonpreferential) is generally high-duty and entirely ad valorem.



The designation CACM refers to the Central American Common Market, comprised of Costa Rica, El Salvador, Guatemala, Honduras, and Nicaragua. More than 95% of their tariff rates have been equalized in a common external tariff that follows the SITC nomenclature. Trade among themselves, with few exceptions, is relatively free. Duties are low on raw materials and essential imports, substantial on some consumer goods, and very high on luxury products and goods competitive with domestic production.

Arancel de Aduanas Centroamericano is issued by the Secretaria Permanente del Tratado General de Integracion Economica Centroamericana, Guatemala City. Manila bound, looseleaf, $10, it contains an index; explanatory notes; schedule of common rates levied in U.S. dollars per unit of weight or measure, or ad valorem on the c.i.f. value, or both; schedules of rates to be integrated by April 28, 1969; schedules of individual country tariffs on items for which member nations have not yet established common rates; and schedule of export duties.

The designation LAFTA refers to the Latin American Free Trade Association, whose members are Argentina, Brazil, Chile, Colombia, Ecuador, Mexico, Paraguay, Peru, Uruguay and Venezuela. Common list of tariff concessions, Acta de Negociacion de la Lista Comun, is a comparatively limited list of items on which member countries undertake to reduce duties to zero by 1972 when imported from each other. Individual lists of concessions, entitled *Lista Nacional de* (country), are issued annually by the Asociacion Latinoamericana de Libro Comercio, Montevideo, Uruguay.

A consolidated list of concessions granted by all LAFTA members, arranged by Brussels nomenclature, but useful mainly as a guide to commodities receiving concessions, is available from above address. The list contains an alphabetical index of commodities, and explanatory notes; 461 pp., $8.

Argentina. BTN. Imports generally are dutiable at rates ranging from 25% to 230% c.i.f. value. Most consumer-type luxury goods currently are prohibited importation. Most imports require a 40% prior deposit held, interest-free, for 180 days or until the goods clear customs, whichever is longer.

Nomenclatura Arancelaria y Recargos de Importacion, in Spanish, dated October 1965. Talleres Graficos, Boletin Oficial, Ministerio de Interior. Price and availability for purchase unknown.

Bolivia. BTN. New customs tariff, effective September 6, 1965. Rates are specific or ad valorem, or a combination of the two, and are generally moderate. Duty-free entry or

low rates are granted to imports of machinery and equipment for the mining industry and agriculture, and other capital goods required for economic development. High duties are assessed on non-essential or luxury-type goods and on goods competitive with domestic industry. An additional tax, ranging from 1% to 18% ad valorem, which incorporates the consular fee, sales tax, and warehousing fee previously assessed separately, is also collected on most imports.

Arancel Aduanero de Importaciones, published September 5, 1965, as a supplement to the newspaper, *Presencia,* in a limited number of copies. Not available for purchase as published nor in translation by the *International Customs Journal.*

Brazil. BTN. Import tariff rates are mostly ad valorem and range generally from 2 to 150%. Duty may be raised 30% to protect similar domestic goods. In addition, most imports are subject to a surtax of 5% of c.i.f. value, consumption tax ranging from 4 to 30% of duty paid value, and exchange surcharge of 10% of cost of exchange contract (not refundable). Most imports require a 50% prior deposit, exchanged after 30 days for 180-day noninterest bearing notes issued by the Bank of Brazil. Preferential duty and surcharge rates are granted specified imports from LAFTA member countries.

Manual De Atualizacao Da Tarifa Das Afandegas, in Portuguese, dated Rio de Janeiro, 1964. Contains introductory notes, index; serviced by revised loose-leaf pages. Rua Visconde de Inhauma, 58, Caixa Postal 1304—GB, Rio de Janeiro.

British Dependencies. Tariffs have 2 schedules—general applied to U.S. goods, preferential to Commonwealth goods. Lower preferential schedule and surtax give Commonwealth goods, with exceptions, average rough percent ad valorem trade advantage as follows: 10-20 in British Guiana (SITC); 10-12 in British Honduras, Barbados (SITC), Bahamas; 5-10 in Leeward and Windward Islands (some of the islands use SITC); 4-5 in British Virgin and Turks and Caicos Islands; 2½ in Bermuda; and none in Cayman Islands.

Pertinent information about import tariff publications for some of the British Western Hemisphere dependencies follows:

Bahamas: Import Tariff Act 1959 includes regulations regarding importation, import duties, exemptions from import duties, export duties and prohibited imports. Available from Comptroller of Customs, Nassau, Bahamas, for a moderate price. Changes published in Official Gazette prepared in Nassau and obtainable for US$5 annually.

Barbados: Combined Customs Tariff and Trade Classification List with Supplement, 1960, includes import duties, exemptions from duty, surtax, package tax and excise duties. Obtainable from Government Printing Office, Bridgetown, Barbados for $0.59. Changes published in Official Gazette also obtainable from same source at about $5 annually.

Bermuda: Customs Tariff Act, issued annually, contains customs regulations, import duties, surtax, export duties and goods not subject to refund or drawback of duty. Obtainable from Secretary to Currency and Exchange Control Board and Bermuda Supplies Commission, Hamilton. Cost is moderate. Changes made only in annual revision.

Canada. Customs tariff is protective and 3-column. Goods from United States are accorded most-favored-nation or middle rates. The lowest, or preferential rates, are reserved for the United Kingdom and other British Commonwealth countries; the highest, or general rates, apply to countries with which Canada has no treaty or trade agreement.

Duties on imports from United States and other m-f-n countries are generally in the 17½-25% range for most manufactured items which compete with Canadian production. Raw or partly processed materials and production equipment, including machinery of a kind not made in Canada, are subject to lower rates and some of them enter free.

A wide range of goods is subject to an 11% sales tax and certain consumer goods are subject, in addition, to special excise taxes. Goods produced or manufactured in Canada, however, are also subject to these levies. Drawbacks of duties and taxes are granted on dutiable materials which enter into production of Canadian export items.

McGoldrick's *Handbook of the Canadian Customs Tariff and Excise Duties* includes alphabetical listing of rates by commodities, also the tariff after the official style with extracts from the Customs Act, important Customs Memoranda, sales and excise taxes, documentation requirements and trade agreements. Issued annually by McMullin Publishers, Ltd., 417 St. Peter St., Montreal. C$10 ($9.30) plus postage.

The Customs Tariff is the official tariff published by the Canadian Department of National Revenue. A loose-leaf consolidation showing rate schedule, with Customs Tariff Act, index to commodities and index to Regulations and Instructions in spring binder with index tabs. Up to date but without amending service C$10 ($9.30). With loose-leaf amending service C$15 ($13.95) annually. Queen's Printer, Ottawa, Ontario, Canada. Checks or money orders should be made payable to Receiver General of Canada.

Chile. Basic duties are low on goods essential for economic development and those not sufficiently available in Chile, such as certain foodstuffs, construction materials, machinery and parts and accessories, raw materials, and goods directly intended for agriculture, mining, or manufacturing industries. Goods not appearing on a relatively selective list of permitted imports are prohibited. Permitted imports are subject to basic duties, additional taxes, and surcharges. Surcharge rates alone range up to 400% of c.i.f. value, with corresponding prior deposits in some cases as high as 10,000% of c.i.f. value. Some prohibited goods may be imported into the free zones of Arica, Magallanes, Aysen, and Chiloe. Preferential tariff rates are granted to specified imports from LAFTA member countries.

Arancel Aduanero 1952 (official 9th ed.). Includes import and export duty rates, taxes, customs rulings and interpretations, special regimes, treaties and conventions, sanitary regulations, and other import restrictions. Imprenta y Litografia Universo, S.A., Valparaiso, Chile. 1959 ed., $17.13.

Colombia. BTN. Food items and most consumer goods, especially those competing with domestic production, are dutiable at high rates. Raw materials, many semiprocessed and processed goods, as well as machinery and equipment, medicines, pharmaceuticals, and other essential products not produced domestically enjoy relatively lower duties. Prior import deposits range from 1 to 120% f.o.b. Preferential rates granted imports of specified products from other LAFTA countries.

Nuevo Arancel de Aduanas de Colombia is a loose-leaf edition containing import duty rates only for merchandise entering Colombia. Legislacion Economica, Ltda., Direccion y Administracion: Edificio de Seguros, Avenida Jimenez No. 8-49, Oficinas 201 a 205. Apartado aereo, 8646, Bogota.

Costa Rica. See Central American Common Market, at beginning of this section.

Dominican Republic. Tariff structure is composed of specific and ad valorem duties. Specific duties range generally from DR$0.01 ($DR=$US) to DR$5.00 per kilo, and ad valorem rates from 5 to 30% of the f.o.b. value, but with rates of up to DR$10.00 per kilo and 50% ad valorem on luxury-type goods. In addition, nearly all imports are subject to internal taxes ranging from 20 to 200% of the f.o.b. value.

Arancel de Importacion y Exportacion, 3rd Edition, published in 1960 by Editoria Handicap, Santo Domingo, based on Law No. 1488, dated July 26, 1947, as amended.

Ecuador. Specific duties, levied generally by weight, plus ad valorem duty on c.i.f. basis. Duties on consumer type goods are substantial; rates on raw materials, machinery, industrial equipment, and parts are moderate. Preferential rates are granted to imports of specified products from other LAFTA countries.

Prior import deposits and monetary stabilization surcharges on c.i.f. value, payable on imports not financed through free exchange market, are 25% or 50% (List I), 100% (List II), and 10% (List I) or 20% (List II) respectively. Prior deposits on import duties are 10% (List I), and 45% (List II). Additional surcharges of 10 or 15% of c.i.f. value on selected List II items. Deposits on duties and additional surcharges are payable regardless of exchange market used.

Ley Arancelaria y Arancel de Importacion (Supreme Decree No. 746, April 2, 1965), published in the Registro Oficial, April 6, 1965. Price and availability for purchase unknown.

El Salvador. See Central American Common Market, at beginning of this section.

French Dependencies. French Guiana, Guadeloupe, Martinique, and St. Pierre and Miquelon. Tariff structure is the same as Metropolitan France.

Guatemala. See Central American Common Market, at beginning of this section.

Haiti. BTN. Tariff has minimum duties (those appearing in the tariff) which apply to all countries granting most-favored-nation treatment to Haiti; conventional duties which apply to imports from countries with which Haiti has signed bilateral trade agreements as well as from the signatories of GATT; and maximum duties, amounting to twice the minimum tariff, which apply to imports from countries not included above.

Rates are specific, ad valorem, or a combination of the two, and range generally from 10-55% ad valorem. A luxury surtax of 4 or 6% ad valorem is collected on a wide range of products. A tax of 5% of the c.i.f. value is levied on many foodstuffs.

Excise taxes are collected on imported alcoholic beverages, cigarettes, petroleum derivatives and motor vehicles. Certain spe-

cialty goods imported for sale to tourists are exempt from ordinary customs duty and are subject only to a special tax of 5% ad valorem.

Tarif Douanier was published as a supplement to *Le Moniteur* (Official Journal of the Republic of Haiti), October 2, 1961. Contains only limited information as to import restrictions or other trade controls.

Honduras. See Central American Common Market, at beginning of this section.

Jamaica. Tariff has two schedules, with preferential applied to Commonwealth goods, generally about 5% ad valorem below general rates applied to U.S. goods, although 10%-20% below on textile and metal manufactures. Normal tariff moderate, despite use for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment, and high duties on competing imports to aid agriculture, processing, textile, and light metal manufacturing industries plus transport and utilities enterprises. High duties on consumer luxuries and durables. Surcharges of from 10%-20% of duty are levied against a growing list of items such as wearing apparel, fruit and vegetable products, cosmetics, soaps, and other cleaning preparations.

Mexico. BTN. High duties apply on most consumer and luxury-type goods and on products made locally. Over 75% of imports by value also are subject to requirement of prior license. Tariff rates are levied in pesos per unit of weight or measure, with an additional ad valorem duty based either upon the invoice value or an official valuation, whichever is higher. Preferential rates are granted specified imports from other LAFTA countries.

Nueva Tarifa del Impuesto General de Importacion (*Reestructurada*), 1965, looseleaf. Includes rules for application of the tariff, import controls, and various other special regulations, as well as LAFTA concessions. Informacion Aduanera de Mexico, S.A., Avenida Amores 1544, Mexico 12, D. F. $50, plus $20 for loose-leaf replacement service.

Netherlands Antilles. Tariff rates generally low, ranging from 4.5% to 14%; rates on a few luxury items up to 55%. Concessions bound under GATT are extended to imports from all signatory countries. A pro forma license, issued by the Foreign Exchange Board is required for all imports except (1) those from the Netherlands, the United Kingdom, Surinam, the British and French West Indies, British Guiana and French Guiana, and (2) a specified list of essential goods imported from the dollar countries of North, Central and South America.

Nicaragua. See Central American Common Market, at beginning of this section.

Panama. SITC. High import duties apply to a few items, including those produced domestically such as tobacco and tobacco products, leather goods, a few food items such as dairy products, some paper and paperboard items and clothing. Goods subject to relatively low duties or free entry are: raw materials, many semiprocessed and processed goods as well as machinery, medicines, pharmaceuticals and other essential products. Surtax of 2½% ad valorem. (f.o.b. value) collected on all imports.

Paraguay. Most import items are subject to specific or ad valorem duties, and most nonessential items are subject to a prior deposit of 100% of f.o.b. value as well. Ad valorem rates are based on c.i.f. value. Specific duties are not high, but are supplemented by an additional tax of 15% of c.i.f. value and a sales tax of up to 10% of c.i.f. value. Imports are also subject to a foreign exchange surcharge of 30% of c.i.f. value and a consular fee of 5% of the f.o.b. value.

Peru. BTN. Duties are assessed on both specific and ad valorem basis. Ad valorem rates range generally from 20% to 50% of c.i.f. value (although running as high as 180%). There is a surtax of 4% of ocean freight charges. Reduced duties are granted to specified imports from LAFTA members. GATT concessions have been suspended pending renegotiation on the basis of the new tariff schedule.

Arancel de Aduanas, loose-leaf edition, Imprinta Ministerio de Haciendo y Comercio, Lima, $11.25, including one year's subscription to loose-leaf service.

Surinam. Rates of duty relatively moderate and generally range from 5-60% ad valorem, with most duties falling between 10 and 40%. Conventional rates granted under GATT apply to imports from U.S. and other countries enjoying most-favored-nation treatment. Exports of mineral products dutiable at 6.6% ad valorem.

Trinidad and Tobago. SITC. Tariff has 2 schedules, with preferential applied to Commonwealth goods generally about 10% ad valorem below general applied to U.S. goods. Normal duty moderate despite use of tariff for revenue purposes. Low duties on raw materials, exemptions from duties on capital equipment and high duties on competing imports to aid agricultural processing, textiles and light-metal manufacturing industries plus transport and utilities enterprises. Also, low duties on noncompeting foodstuffs but high duties on other foodstuffs and consumer durables.

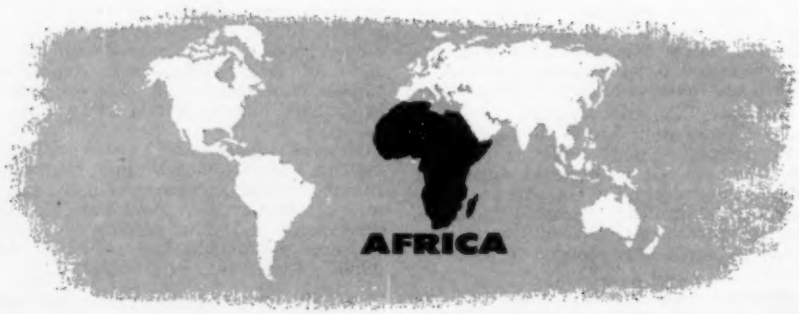
Schedules of Import Duties and Exemptions from Duties Imposed under Customs Ordinance, Ch. 32, No. 2 (dated April 6, 1962) contains import duties and exemptions from them. Government Printing Office, Port of Spain, Trinidad, about US$0.62. Changes published in Trinidad and Tobago Gazette prepared at same location, $10.62 a year.

Uruguay. Most import items are subject to ad valorem duties based on fixed customs valuations, called aforos. Some items are also subject to specific duties. All items are subject to miscellaneous port-handling fees, surtaxes, and other charges which amount to about 4% of the c.i.f. value. There are also additional general import taxes of 1½%, 8% or 15% depending upon the essentiality of the item. Prior deposit of 50% of c.i.f. value are required for imports of raw materials, construction equipment and materials, and some auto replacement parts, and 100% of c.i.f. value for other products.

Nonessential imports are subject to a foreign-exchange surcharge ranging from 30% to 300%, the latter figure being applicable only to automobiles and automotive goods. A prior deposit of 200% of the c.i.f. value is required on items subject to exchange surcharges of 150% or more.

Venezuela. CUCI (SITC modification). Duties on consumer goods and goods competing with domestic production are high. Raw materials, semifabricated products, machinery and equipment for industries enjoy relatively low rates of duties, as do essential foods and pharmaceutical products not produced locally. The Supplemental United States — Venezuelan Reciprocal Agreement of 1952 provides for mutual most-favored-nation treatment for imports of contracting parties. Ad valorem surcharges applied in case of few products but bulk of all imports subject to single import duty, and consular fee of from 2 to 3.5%.

Arancel de Aduanas includes import tariff schedule, list of commodities subject to prior import licenses, the United States—Venezuela Trade Agreement and other information useful to importers, in Spanish and English. Published in looseleaf form with notices of all changes and amendments mailed to subscribers. Price of complete service (in 1960) $60 a year. W. Poulsen, Veroes A. Jesuitas, Aptdo. 3434, Caracas.



The designations UDEAC and WACU, below, refer to: The Central African Economic and Customs Union, whose members are Central African Republic, Chad, Congo (Brazzaville), Gabon, and Cameroon; and the West African Customs Union, whose members are Dahomey, Ivory Coast, Mali, Mauritania, Niger, Senegal, and Upper Volta.

Algeria. BTN. Four-column customs tariff: Column One, with lowest rates, applies

to France; Column Two, with higher rates, applies to the other 5 EEC countries; Column Three, with still higher rates, applies to countries affording most-favored-nation treatment to Algeria, including the U.S.; Column Four, with maximum rates, applies to all other countries but is seldom used. Duties on U.S. goods average from 3 to 42%, depending on whether they are deemed essential or luxury items. A production tax and a luxury tax are levied on certain imports in addition to miscellaneous customs surcharges.

Tarif des Droits de Douanes, d'Importation. Looseleaf edition includes import duty rates and taxes. Aug. 1963. Imprimerie Officielle de l'Algerie, 9, rue Trollier, Algiers.

Angola. BTN. One-column tariff with import duties applied equally to goods from all countries, except those goods from Portugal and its overseas Provinces (of which Angola is a member) which benefit from lower or preferential rates. Duties are either specific (based on weight, quantity, etc.) or ad valorem (averaging between 1 and 30%). Additional import taxes are a surtax ranging from 1.5 to 90%—imports from the Portuguese Metropole are taxed 50% less—and other excise and miscellaneous taxes.

Boletim Oficial de Angola—Suplemento, Jan. 30, 1964. Contains a full schedule of import duty rates. Administracao da Imprensa National, Caixa Postal 1306, Luanda.

Burundi. BTN. Nonpreferential duties average from 5 to 25%, depending on whether the goods are essential consumer and capital goods or luxury items. No customs surcharges. Custom union with Rwanda no longer exits.

Cameroon. Same as Central African Republic except taxes are as follows: turnover tax of 10% and transaction tax of 9% in addition to other lesser taxes, are levied on imports.

Central African Republic. BTN. Two basic customs charges: (1) Nonpreferential import duty averaging from 6 to 15%; and (2) Common External Tariff (which exempts France and the other EEC countries, franc-zone countries in Africa, and Algeria) with duties (called customs duties) averaging from 5 to 30%. Member of UDEAC Preferential CXT and nonpreferential import duties are applied uniformly with other UDEAC nations. Turnover tax of 11% and stamp tax of 3%, plus other miscellaneous taxes, are additional levies on imports.

Tarif des Douanes: Union Douaniere Equatoriale, 1964. Contains customs and import duties for UDEAC states, plus taxes applicable. Available from Director des Bureaux Communs des Douanes de l'Union Douaniere Equatoriale, B.P. 39, Brazzaville. Republique du Congo. $24.90. Supplements issued free during first year; thereafter, annual fee of $8.16.

Chad. Same as Central African Republic, except turnover tax will in some cases be 12%.

Congo (Brazzaville). Import duties same as Central African Republic. Additional import taxes are as follows: (1) National Solidarity tax of 12%; (2) Turnover tax of 11%; (3) Brazzaville Municipal Tax (for all imports arriving in Brazzaville) of 20%; plus other miscellaneous levies and charges.

Congo (Kinshasa). BTN. One-column customs tariff with import duties equally applied to goods from all countries. Duties average from 5 to 30%. No additional customs surcharges except for a statistical tax of 3% levied on all imports. A sales tax of 7.5% is assessed on wholesale purchases of most commodities.

Tarif des Droits d'Entree, 1960. Complete schedule of import duties. Copy of tariff and amendments available from La Chambre de Commerce et d'Industrie de Leopoldville, Leopoldville.

Dahomey. BTN. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and from the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of the WACU. Additional taxes on imports are a statistical tax of 1%, a standard tax of 20%, and a turnover tax of 1.8%, in addition to other miscellaneous levies and excise taxes which may apply.

Tarifs d'Entree et de Sortie, 1962, Imprimerie National, Rufisque, Senegal. Contains duties applicable to imports and exports.

Ethiopia. One-column customs tariff with import duties applied equally to goods from all countries. Many items of agricultural and industrial machinery, and other essential commodities are duty-free. Duties may be either specific (based on weight, quantity, etc.) or ad valorem (averaging from 10 to 50%). Except for agricultural and industrial machinery, all imports are subject to additional import taxes: Transaction tax of 12%; a Municipality Tax of 1% ad valorem; a tax of 3% to 5% ad valorem on goods bound for Addis Ababa; plus other miscellaneous taxes (including excise taxes) levied on certain items.

Ethiopian Import and Export Customs Tariff and Valuation Procedures, 1959. Contains import and export duties and taxes plus a section on customs valuation procedures. Ministry of Commerce and Industry, Addis Ababa.

French Somaliland. Djibouti, the capital and only port of entry, is a free port and a major entrepot for Ethiopia. There are no customs duties. Consumption tax of 18% is levied on all imports for local consumption. Tobacco is subject to a sales tax of 20%; alcoholic beverages and perfumes also are subject to a sales tax. Goods in transit to or from Ethiopia are exempt from all such local taxes.

Gabon. Same as Central African Republic, except import taxes are as follows: Turnover tax of 14.5% and road construction tax of 3%, plus other miscellaneous levies.

Gambia. Two-column customs tariff with lowest import duty rates applied to goods from the United Kingdom or other countries of the British Commonwealth, and higher rates on imports from all other countries. Duty rates are either specific (based on weight, quantity, etc.) or ad valorem; latter average between 12½ and 25%. There are no additional taxes on imports.

Ghana. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties may be either specific (based on weight, quantity, etc.) or ad valorem or a combination of specific and ad valorem rates. Where duties are a combination of specific and ad valorem rates, the rate yielding the highest revenue shall apply. Ad valorem duties average from 10 to 66⅔%, with luxury items as high as 100%. Duties frequently change. Additional import taxes are a purchase tax on motor vehicles ranging between 5% and 100%; an excise tax on specific items; and a sales tax of 11½% on most products.

Guinea, Republic of. BTN. One-column customs tariff with import duties applied equally to goods from all countries. Duty rates average between 5 and 40%, with some rates as high as 70 or 100%. Lowest rates apply to essential food, clothing, consumer goods, and industrial equipment, with highest rates on nonessential consumer or luxury items. Additional import taxes are an equalization tax ranging from 10 to 25%, and a small statistical tax on some items. Statistical tax usually amounts to 20 francs (about 8¢).

Bulletin International des Douanes: Guinea (Republic of), October 1964. Contains import and export duties and taxes. International Customs Tariffs Bureau, Brussels. Available on loan from the Department of Commerce or its Field Offices.

Ivory Coast. BTN. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from the customs duty. Member of WACU. Additional import taxes are a special import duty of 10% on all except capital goods; a tax on value added ranging from 5 to 23%, depending upon the commodity; and appropriate excise taxes. *Grants preferential treatment to EEC.

Tarifs des Droits d'Entree et de Sortie de la Republique de Cote d'Ivoire published by Societe Africaine d'Editions et de Publicite, B.P. 2626, Abidjan. 5,000 CFA francs (about $20). Contains all pertinent information on import and export duties and taxes.

Kenya. One-column customs tariff with import duties applied equally to goods from all countries outside the East African common market. Member of the East African common market with Uganda and Tanganyika, with import duties and taxes virtually nonexistent on shipments between the three countries. Duties are either specific or ad valorem, or a combination of specific and ad valorem. Where duties are a combination of specific and ad valorem rates, the rate yielding the highest revenue shall apply.

Many items essential for education, health, or economic development purposes are duty-free. On other items, ad valorem rates average between 15 and 37½%. Suspended duties occur on a few items and are occasionally imposed. Additional excise taxes are levied on alcoholic beverages, sugar, tobacco, products, and mineral waters.

Bulletin International des Douanes: East Africa (Common Customs and Excise Service), March 1965. Contains all import duties and appropriate excise taxes. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

Liberia. One-column customs tariff with import duty rates applied equally to goods from all countries. Duties are either specific (based

Exporters can order these customs journals

Country	Code Number	Bound	Microfiche	Country	Code Number	Bound	Microfiche
Austria	PB—169260	$6.00	$1.25	Jordan	PB—169277	$4.00	$ .75
Benelux	PB—170849	7.00	1.75	Libya	PB—169290	3.00	.75
Bulgaria	PB—169253	1.00	.50	Malaysia[2]	PB—169264	2.00	.75
Kingdom of Burundi	PB—169263	4.00	1.00	Mali	PB—169257	4.00	.75
Canada	PB—169274	5.00	1.00	Isle of Man	PB—169288	1.00	.50
Ceylon[1]	PB—169270	2.00	.50	Mauritius[1]	PB—169279	2.00	.50
Colombia	PB—169272	5.00	1.00	Morocco[2]	PB—169285	3.00	.75
Czechoslovakia[1]	PB—169278	4.00	.75	Nigeria	PB—169566	4.00	.75
Denmark[3]	PB—169266	4.00	.75	Norway[3]	PB—169267	6.00	1.50
East Africa[2]	PB—169271	2.00	.50	Peru[2]	PB—169261	6.00	1.25
Finland[3]	PB—169269	6.00	1.50	Reunion Island	PB—169291	1.00	.50
Germany	PB—169262	7.00	1.50	Rwanda	PB—169275	4.00	.75
Great Britain/N. Ireland[3]	PB—169287	6.00	1.25	South Africa	PB—169255	6.00	1.25
Ghana[1]	PB—169282	1.00	.50	Spain	PB—170512	6.00	1.25
Greece[4]	PB—169283	6.00	1.50	Sweden	PB—169276	6.00	1.25
Guinea	PB—169258	4.00	.75	Switzerland	PB—169265	6.00	1.25
Hungary	PB—169567	3.00	.75	Tunisia[2]	PB—169280	4.00	.75
Iceland	PB—169268	4.00	.75	United Arab Republic	PB—169289	4.00	.75
India[2]	PB—169256	3.00	.75	USA[5]	PB—169293	7.00	1.50
Ireland[2]	PB—169259	6.00	1.25	USSR	PB—169254	1.00	.50
Italy[1]	PB—169281	7.00	1.75	Zambia[2]	PB—169273	3.00	.75

[1] Issues which are useful only as a guide to the Nation's tariff structure—duty rates have changed extensively since publication of the journals for Ceylon, Czechoslovakia, Ghana, Italy, and Mauritius.

[2] Journals which are generally reliable for duty rates and tariff structure, with only a few duty rates having changed since publication of the issues on East Africa (Kenya, Tanganyika, and Uganda), India, Ireland, Malaysia, Morocco, Peru, Tunisia, and Zambia.

[3] Copies which accurately show duty rates on imports from the U.S., but where preferential duty rates on imports from certain countries (EFTA, EEC, or Commonwealth) have changed since publication—Denmark, Finland, Great Britain and Northern Ireland, and Norway.

[4] Preferential duty rates on imports from EEC countries have changed since publication of the Journal on Greece; otherwise, it is generally reliable.

[5] Supplement available PB169293-1 2.00 1.25

The journals, previously available only on a loan basis, may be purchased from the Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410-60. Prices of the bound paper edition and microfiche (64 pages reproduced on a 4 x 5 inch negative) are given in the accompanying table.

on quantity, weight, etc.) or ad valorem (averaging from 10 to 30%). Items deemed essential for education, health, or economic development (particularly mining) are admitted duty-free. Additional import taxes are a surtax of 15% of the import duty paid, a public highway fund levy of 5% of the c.i.f. value of the goods, and a luxury tax on specified items.

Libya. BTN. One-column customs tariff with import duty rates applied equally to goods from all countries. Most duitable items are subject to ad valorem duties which average between 5 and 25%. Numerous items considered essential for education, health, or economic development (particularly machinery) are admitted duty-free. There are no additional taxes on imports.

Bulletin International des Douanes: Kingdom of Libya, October 1963. Contains full schedule of import duties. International Customs Tariffs Bureau in Brussels. Copies and supplements updating the original edition are available on loan from the Department of Commerce or its Field Offices.

Malagasy Republic. BTN. Two basic customs charges: (1) Customs duty averaging between 5 and 10%; and (2) nonpreferential import tax averaging between 11 and 31%. Goods entering from France and the franc zone and the 5 other EEC countries are exempt from the customs duty. Additional consumption tax levied on certain items.

Tarif des Droits et Taxes Percus par la Douane, updated to April 8, 1964. Contains full information on import and export duties and taxes. Ministere des Finance, Direction des Douanes, Republique Malgache, Tananarive.

Malawi. Four-column customs tariff. Import duties of Column A, which are the highest rates, apply to shipments from about 27 countries which are not entitled to the most-favored-nation rate of duty. Column B duties (somewhat lower than Column A rates) apply to goods from non-British Commonwealth countries entitled to the GATT and m-f-n rate. Column B duties apply to shipments from the U.S. Column C applies a still lower rate to imports from the fully self-governed countries of the British Commonwealth as well as the Republic of South Africa and South West Africa, and the Republic of Ireland. Column D duties, the lowest rates, apply to imports from the U.K. and the British Colonies.

Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of specific and ad valorem rates. Where the duty on a commodity is a combination of a specific and ad valorem rate, the rate yielding the highest revenue shall apply. Ad valorem duties on imports from the U.S. (Column B) average between 5 and 30%, with duty-free status on a number of items. Dumping duties may also be imposed on imports where the Minister of Finance deems such action necessary. There are no additional taxes on imports, except for excise taxes on alcoholic beverages and tobacco.

Boe's Customs Index, Section IV, Republic of Malawi; contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements, and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia. Price of annual subscription, 5 pounds 5 shillings (about $14.70), includes notices of all changes and amendments in the tariff.

Mali. BTN. Two basic custom charges: (1) Nonpreferential fiscal duty (for revenue) which averages between 5 and 25%; and (2) customs duty which averages between 2 and 25%. All goods from France and the franc zone are exempt from the customs duty; goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a standard import tax ranging from 5.73 to 47.8%, a special import tax ranging from 6 to 15%, and other miscellaneous taxes.

Bulletin International des Douanes: Mali, October 1964. International Customs Tariffs Bureau in Brussels. Contains information on import duties and taxes for Mali. Available on loan from the Department of Commerce or its Field Offices.

Mauritania. BTN. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods imported from the EEC and its Associated Overseas Countries (AOC's) are exempt from customs duty. Member of WACU. Additional import taxes are a standard importation tax ranging from 20 to 30%; a turnover tax ranging from 10 to 22%; small statistical tax of 10 CFA francs (about 4¢) per item, metric ton, or postal parcel; plus appropriate excise taxes on some items.

Tarifs d'Entree et de Sortie, February 1962. Imprimerie Nationale, Rufisque, Senegal. Contains information on import and export duties and taxes.

Mauritius. SITC. Two-column customs tariff. Preferential duty rates apply to imports from the United Kingdom and the British Colonies Canada, Australia, New

Zealand, Republic of South Africa and South West Africa, India, Rhodesia, Pakistan, Republic of Ireland, Ceylon, and Burma. Higher import duties apply to goods from all other countries (including U.S.). Duties are either specific (based on weight, quantity, etc.) or ad valorem. Ad valorem rates on U.S. goods average between 10 and 50%.

Morocco. BTN. Two-column customs tariff. First column gives the maximum import duty which may be applicable on a particular item; second column gives duty rate actually in effect. Rates of second column apply equally to imports from all countries, giving Morocco a completely nonpreferential tariff. Virtually all duties are ad valorem and average between 5 and 40%, with duty rates on some nonessential consumer and luxury items or locally produced goods running as high as 60 to 100%. Additional import taxes are a special ad valorem tax of 2.5%; a stamp tax of 1%; a tax on products of between 6 and 12% (usually 8%); and other miscellaneous taxes levied on certain goods.

Bulletin International des Douanes: Morocco (Kingdom of), October 1962. Contains a full schedule of import duties. Generally reliable for current usage. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

Mozambique. Same as Angola.

Boletim Oficial de Mocambique-Suplemento, June 1, 1964, contains a full schedule of import duty rates. Imprensa Nacional de Mocambique, Lourenco Marques.

Niger. BTN. Two basic customs charges: (1) Non-preferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty; goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a statistical tax of 1%; a standard tax of 22%; a turnover tax ranging from 10% to 22% (ad valorem, c.i.f.), and excise taxes which apply to certain items.

Nigeria. BTN. One-column customs tariff with import duties applied equally to goods from all countries. Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of both. Where a commodity is subject to a specific and ad valorem duty rate, the rate which yields the highest revenue shall apply. Ad valorem rates average between 5 and 40%, with nonessential or luxury items dutiable from 50 to 100%. A large number of more essential items for human welfare and economic development are duty-free. There are no additional taxes on imports except excise taxes on certain items and a purchase tax on gasoline and diesel oil. Preferential treatment is accorded the EEC on 26 commodities.

The Government of Nigeria recently announced that it will soon adopt a new customs tariff using the Brussels nomenclature. Advance copies of the new tariff schedule appeared in the *Federal Republic of Nigeria Official Gazette*, Vol. 52, No. 49, June 8, 1965. Copies are available from the Ministry at 7 shillings 6 pence (about $1.04). The new tariff schedule will come into operation on a date to be announced in a future issue of the *Gazette*.

Rhodesia. Same as Malawi, with the following exceptions: (1) Import duty rates of Column C apply to goods from most of the fully self-governed countries of the British Commonwealth as well as from the Republic of South Africa and South West Africa, and the Republic of Ireland. Column D rates apply to imports from the United Kingdom and the British Colonies, in addition to goods from certain of the fully self-governed countries of the British Commonwealth; (2) the appropriate tariff publication is *Boe's Customs Index, Section II, Rhodesia.*

Rwanda. BTN. Two basic, non-preferential custom charges: (1) Customs duty averaging between zero and 20%; and (2) revenue duty averaging between zero and 15%. No customs surtaxes, except for a small statistical tax of .05% on all items. Sales taxes are in effect on a few items. Customs union with Burundi no longer exists.

Bulletin International des Douanes: Rwanda, February 1965. International Customs Tariffs Bureau in Brussels. Contains information on all import duties. Available on loan from the Department of Commerce or its Field Offices.

Senegal. BTN. Two basic customs charges: (1) nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are the same as those for Mauritania, with the addition of a specific tax on petroleum products ranging from 15.5 to 25.5 CFA francs (about 6¢ to 10¢) per liter.

Tariff publication the same as for Mauritania.

Sierra Leone. One-column customs tariff with import duty rates applied equally to shipments from all countries. Duties are either specific (based on weight, quantity, etc.) or ad valorem, or a combination of both. Where the duty on a commodity is a combination of a specific and ad valorem rate, the rate yielding the highest revenue shall apply. Ad valorem rates average between 2½ and 40%, with highest rates on nonessential consumer or luxury items. There are no additional taxes on imports, with the exception of excise taxes on tobacco products.

Somali Republic. One-column customs tariff with import duty rates applied equally to goods from all countries. The Northern and Southern Region now have a unified tariff system. Virtually all import duties are ad valorem and average between 20 and 40%. Additional taxes on imports are a surtax of 25% of the duty paid, a specific surtax on sugar, alcoholic beverages, and flour, a Harbor tax of 1.5% ad valorem, plus other miscellaneous levies.

South Africa, Republic of. BTN. Three-column customs tariff. Preferential import duties (minimum rates) are applied to certain shipments from the United Kingdom, British Colonies, and other specified nations of the British Commonwealth. Most-favored-nation duties (intermediate rates) apply to shipments from most other countries, including the U.S. General duties (maximum rates) are applied to a few countries which do not qualify for the minimum or intermediate rates. Few general duties are in effect.

Most duties are either specific (based on weight, quantity, etc.) or ad valorem. A number of items enter duty-free from U.S. Ad valorem duties on U.S. goods average between 5 and 20%. Dumping duties are imposed when the Minister of Finance deems such action necessary. There are no additional taxes on imports except for excise taxes on a few items.

Jacobsen's Customs Tariff Book contains a full schedule of import duties, plus information on dumping duties, drawbacks and rebates, trade agreements, and other customs regulations. K. J. K. Jacobsen, 422 City Centre, 272 Pretorius Street, P.O. Box 1878, Pretoria. Initial price, 6 rands 30 cents (about $8.82). Annual subscription for looseleaf edition, and supply of notices indicating changes and amendments in the tariff from time to time, 10 rands 50 cents (about $14.70).

Spanish Africa. BTN. The Spanish customs laws and rates prevail in all Spanish possessions in Africa except that petroleum-exploration machinery is exempt. A statistical and customs handling fee of 0.75% ad valorem is levied on all foreign imports. In addition these goods are subject to any indirect taxes levied upon national goods. No customs tariff applied against inter-Spanish trade, otherwise prevailing rates are applicable to all countries without preference.

Customs Tariff Classifications and Rates, in Spanish, published in the *Boletin Oficial del Estado*, Number 196, Aug. 17, 1961. Government of Spain, Madrid.

Sudan. Two-column customs tariff. Preferential import duties are applied to products originating in and imported directly from the United Arab Republic (Egypt). Higher duty rates are applied to all goods (including those of U.A.R. origin) imported from all other countries. Duties may be either specific (based on weight, quantity, etc.) or ad valorem. Ad valorem duties average between 10 and 50%. Duties from 200 to 400% are common on wines, and specific duties on tobacco and spirits average between 3 and 6.5 Sudanese pounds (about $8 to $19) per kilogram and liter, respectively. Additional taxes on imports are a quay tax of 1.2%, and other miscellaneous taxes and royalties on certain items.

Tanzania (Tanganyika and Zanzibar). Tanganyika and Zanzibar became independent on Dec. 9, 1961, and Dec. 9, 1963, respectively. The two countries merged into the United Republic of Tanganyika and Zanzibar on April 26, 1964, and the name United Republic of Tanzania was officially adopted on October 29, 1964. Tanganyika is a member of the East African common market with Kenya and Uganda. Information for Tanganyika is the same as that summarized for Kenya, except Tanganyika levies an additional registration tax ranging from 10 to 20% on imported automobiles.

Zanzibar maintains its own customs tariff. Import duty rates, averaging between 12½ and 25%, apply equally to goods from all countries. Additional import taxes in Zanzibar are a trade tax, averaging from 2 to 5%, and a wharfage surcharge of 30 East African cents (approx. 4 U.S. cents) per imported package.

Since political union with Tanganyika in 1964, Zanzibar has attempted to make her

trade policy and customs regulations more consistent with her neighbors in the East African common market, particularly Tanganyika. Further progress in this direction is expected.

Togo. Non-preferential duty rates average between 5 and 30%. Duties are lowest on essential consumer and capital goods and highest on nonessential and luxury items. Preferential treatment is accorded to members of EEC. Additional import taxes are a transactions tax of 15.71%; a warehousing, sealing, and statistical tax of 1%, plus other miscellaneous smaller taxes levied on specific items.

Tunisia. BTN. One-column customs tariff (minimum tariff) with import duties applied equally to goods from those countries with which Tunisia has a trade agreement or are members of the GATT, including the U.S. Goods imported from all other countries are subject to rates of a general schedule computed at three times the minimum tariff rates. Virtually all duties are ad valorem with rates of the minimum tariff averaging between 5 and 20%.

A number of items enter duty-free. Additional taxes on imports are: (1) Customs formality tax of 1.8%; (2) production tax, levied on most items at rates between 12.5 and 15.5%; and (3) a consumption tax, consumption customs duty, and National Defense Fund surtax which are levied on certain items at varying rates.

Bulletin International des Douanes; Tunisia, October 1961. Contains a full schedule of import and export duties. International Customs Tariffs Bureau in Brussels. Available on loan from the Department of Commerce or its Field Offices.

Uganda. Same as Kenya. Member of East African common market with Kenya and Tanganyika.

Upper Volta. BTN. Two basic customs charges: (1) Nonpreferential fiscal duty which averages between 10 and 15%; and (2) customs duty which averages between 5 and 25%. All goods from France and the franc zone are exempt from the customs duty, while goods from the other 5 EEC countries receive a 40% reduction in the customs duty. Member of WACU. Additional import taxes are a statistical tax of 1%; a conditioning tax of 25%; a forfeiture tax ranging from 2.22 to 25%; a development tax of 10%; a local stamp tax of 3%, a tax to support price controls of 1.5%; and other miscellaneous taxes which are levied, in addition, on specific items.

Zambia. One-column tariff schedule with duties assessed equally on imports from all countries. Rates may be either specific or ad valorem. Specific duties levied primarily on alcoholic beverages and tobacco. Ad valorem rates range between free and 30%, with most commodities dutiable at approximately 10%. There are no additional taxes on imports, except for excise taxes on imported cigarettes.

Boe's Customs Index Section III, Republic of Zambia; contains information on import duties, dumping duties, duty suspensions and exemptions, drawbacks and rebates, trade agreements and export and import controls. Boe's Index (Pvt.) Ltd., P.O. Box 1710, Salisbury, Rhodesia. Annual subscription: 5 pound 5 shillings (about $14.70), includes notices of all changes and amendments in the tariff

Australia. BTN. Preferential duties accorded British Commonwealth countries. Surtaxes (primage duty) of either 5 or 10% levied on many items. Most duties are ad valorem although some are specific or a combination of the two. Tariff provides for some very high rates of duty, particularly on consumer goods. However, many imports, mainly producers' goods, enter free or at reduced duty under customs by-law treatment, when not available from domestic sources of supply.

Customs and Excise Tariffs includes import and primage duties. Available from Department of Customs and Excise, Canberra, A.C.T.

Cambodia. BTN. Tariffs based on c.i.f. value of import. Duties designed for revenue, but protective rates set for some agricultural products and manufactures produced locally. Goods deemed useful to industrial or agricultural development enter free or at relatively low rates. All imported goods subject to surtaxes of specific type and to a turnover tax, which is 12% ad valorem for most imports. Duty exemption for capital equipment and raw materials is available under the 1957 investment law in connection with new private foreign investments.

Tarif des Droits de Douane du Cambodge, 1959, includes import and export duty rates, general rules for interpretation of tariff nomenclature, trade restrictions, taxes. Direction des Douanes et Regies, Phnom Penh. Single copy 3,500 riels ($100).

Hong Kong. Free port. Duties levied only on alcoholic beverages, methyl alcohol, tobacco and tobacco products, hydrocarbon oils (petroleum products) and table waters. Based on SITC nomenclature.

Directory of Commerce, Industry and Finance, 1965. Single bound annual edition includes duty rates, tax rates, licensing and other documentation requirements for imports, exports and exchange. Hong Kong Department of Commerce and Industry, Printing Department, 81-115 Java Rd., North Point, Hong Kong. Single copy, HK$4 (US$0.70).

Indonesia. Duties levied according to the essentiality of the import, range from free to 100%, c & f. Import valuation is calculated at exchange rate of Rp. 10 (new rupiah) per U.S. dollar for purposes of duty assessment. Imports may be made through: (1) foreign exchange allocated by the government for essential commodities at the rate of Rp. 10 per U.S. dollar (a combined import/exchange license is required); (2) export bonuses, available from exporters at the rate of Rp. 107.50 per U.S. dollar on August 4, 1966, which may be used to import fairly essential commodities in accordance with the Goods Import Plan; and (3) DPA, or complementary foreign exchange, available through authorized banks at the rate of Rp. 122 per U.S. dollar on August 4, 1966, which may be used for less essential commodities.

No official publication showing present tariff structure has yet been issued. Rates are available on request from BIC, Department of Commerce.

Japan. BTN. Duties generally range from free to 40%, with raw materials duty-free or at moderate rates. Most common rate for machinery is 15%; for chemicals, 20%; and for textiles and made-up clothing, 15 to 30%. Highest rates apply to items such as confectionery, liquors, cosmetics, furs, jewelry, and automobiles. In addition, commodity taxes ranging from 5 to 40% are applied on many consumer and luxury-type goods sold in the Japanese market.

Customs Tariff Schedules of Japan, 1966. Japan Tariff Association, 2, Honshio-cho, Shinjuku-Ku, Tokyo. 3,000 yen ($8.33), includes postage.

Korea, Republic of. BTN. High duties assessed on consumer and luxury items but moderate rates for essential goods and commodities not locally produced. Certain commodities for specified industries are duty-exempted. No general preferential tariff treatment based on country of origin, but imports financed with AID funds subject to duty rates at 50% of regular schedule. Commodity taxes range from 2 to 60% levied on selected commodities sold in Korea.

Korean Trade Directory, annual. In addition to complete customs tariff, contains general economic and trade information as well as the names and addresses of about 1,000 registered traders and 200 offer agents with listings classified alphabetically and by commodity. Korean Traders Association, 123, 2-ka, Namdaimunro, Chung-ku, Seoul. $4.62 for 1965 edition.

Laos. BTN. Tariff duties are ad valorem, calculated on c.i.f. Laos kip value; some commodity imports carry specific rates. Duties on luxury and semiluxury articles, motor vehicles and buses and goods in competition with domestic goods are high (30 to 60%). Raw materials and machinery carry relatively low duties (0 to 25%). A general internal tax and several import taxes are levied on a number of items.

Tarif des Droits de Douane d'Importation et d'Exportation contains import and export duties, special import, export and other

taxes, commercial agreements, general rules on the interpretation of terms used. Issued in 1964 by the Direction des Douanes et Regies, Ministere des Finances, Vientiane.

Malaysia. SITC revised. Applies Commonwealth preferences on a selected list of products. Many items, especially machinery and other industrial equipment, free of duty. Other duties vary from 5% to 100% (c.i.f.) for a few items. Singapore, Labuan and Penang are free ports for a wide range of commodities.

Import tariff rates for the entire Malaysian area are being coordinated with the creation of a Common Market. Revisions are published in the Official Government Gazette, in English, obtainable from the Government Printing Department, Kuala Lumpur, for a nominal fee.

New Zealand. SITC revised. Preferential duties granted Commonwealth countries. Duties on consumer goods range from 20 to 80%; on capital goods from 20 to 50%; and on raw materials nil or low. Sales taxes of 10% and 20% apply to a wide range of nonessential commodities. For conservation of foreign exchange most imports must be licensed.

Customs Tariff of New Zealand includes import duties, prohibited and restricted imports including sanitary regulations. Available from Comptroller General, Customs Department, Customs House Quay, Wellington. 30 shillings ($4.20) for annual edition including amendments.

Philippines. BTN. Prohibitive duty rates on certain luxury items and on foreign goods competing with products of local manufacture. Low duty rates on imported items considered essential to economy. Import duties can be completely waived for basic-industry imports. Sales taxes assessed on luxury item imports also are often prohibitive. Compensating tax (levied in lieu of sales tax) for products imported by end user may also be steep.

Ten percent tariff preference granted to goods of U.S. manufacture until January 1, 1974, at which time preferential treatment will be eliminated.

Tariff and Customs Code of the Philippines, Manila, Bureau of Printing, 1957, gives product classification and listing of import duties and regulations.

Taiwan. Duty rates range from free to 160% ad valorem. In general, duties under 20% apply to books, raw materials, certain machinery and fuels; between 20 and 40% to products essential to education and health; between 40 and 80% to most manufactured articles; and above 80% to luxuries and certain textiles. Surtaxes on all imports include: defense surtax, 20% of assessed duty; harbor due 3% ad valorem.

Classification of Import Commodities, March 1, 1964, published by the Foreign Exchange and Trade Commission, Nan Chang St., Section 1, Taipei, includes regulations for control and classification of import and export commodities and applicable control on each commodity.

Thailand. BTN. Duties primarily for revenue, relatively low for most imports, i.e., 10-30% ad valorem on the c.i.f. value of the import. Commodities for economic development are often on free list. Heavier duties apply to promote use of domestic raw materials e.g., glutamic acid), as protection for domestic agricultural products (e.g., sugar, edible copra), protection of growing light industrial sector (e.g., vegetable and fruit preservatives), and to protect officially "promoted" industries deemed necessary for economic development.

Business tax ranging from 2 to 25% levied on most commodities, frequently calculated on an inflated base.

Customs Tariff Decree B. E. 2503 (1960), published by Statistics Division, Department of Customs, Ministry of Finance, Bangkok; bound edition. Includes interpretation of terms used and regulations for control and classification of import and export commodities.

Viet-Nam. BTN. Most essential raw materials, machinery and equipment are exempt from duties; nonessentials, luxuries and goods competing with domestically produced items are subject to high rates and to an "austerity" tax ranging from 40 to 450% ad valorem. Under the Investment Decree Law of Feb. 14, 1963, exemption from or reduction of customs duties is offered in connection with essential foreign investments.

Tarif des Douanes du Viet-Nam contains import duty rates. Revised Dec. 1964. Available only in Vietnamese, it can be used in conjunction with the Brussels tariff schedule.

Aden. Tariff includes only 13 items falling into 3 categories: alcoholic beverages, tobacco and products, and gasoline. All but 3 are specific duties. No preferential rates; no surtaxes.

The Aden Colony Gazette, No. 63, December 1960, contains duties and customs regulations. Government Printer, Aden. $0.50.

Afghanistan. While all import duty rates are levied on an ad valorem basis, arbitrary values also are fixed for many commodities, complicating computation of the actual duty incidence between items dutiable at a low or high rate. Generally speaking, the highest duties apply to consumer goods. No preferential rates.

Bahrain. Tariff lists 104 items ranging from 5 to 15% ad valorem; majority are 10%. No preferential rates; no surtaxes.

Bahrain Customs Ordinance, 1950, includes customs ordinance, list of prohibited goods, import and export duties and other customs fees and charges. Bahrain Government, 2 rupees (about 50 cents).

Burma. SITC. Current tariff rates are mainly ad valorem, ranging from 5 to 350%. Lowest rates apply to foods, oils, medicines, chemicals, newsprint, iron, steel, machinery, typewriters, aircraft, raw cinema film, and seeds; highest to liquors, tobacco, perfumery, textiles, jewelry, radios, cameras and playing cards. No preferential duties. All imports are divided on the basis of essentiality into one of four sales tax categories, namely, free, 5, 10, and 15% ad valorem.

Union of Burma Customs Tariff, first issue, Superintendent, Government Printing Office, Union of Burma, Rangoon. $0.65.

Ceylon. Most tariff rates are ad valorem, ranging from 3% to 150%, although a few rates are higher. Agricultural and dairy machinery, some agricultural products, and many types of sporting goods are exempt from duty. The majority of other non-luxury items fall within the 15-40% range. Raw materials generally are dutiable at 30%. Essential industries receive concessional rates of 10% on raw materials, machinery, and spares. Preferential rates apply on most imports from the British Commonwealth and from Burma.

The Ceylon Government Gazette Extraordinary, Customs Notification (Tariff) No. 65/1, December 10, 1965. Government Press, Ceylon.

Cyprus. SITC. Rates range from 4 to 150% with only a few items at the highest rates, some luxury items between 40 and 60% and many items at the 8 to 16% level. There are a substantial number of free items including most agricultural machinery, fertilizers, cereals, petroleum and ores. Preferential rates apply to goods of British Commonwealth origin. No surtaxes.

Cyprus Customs Tariff and Customs Drawback Regulations, 1963. Printing Office of the Republic of Cyprus, Nicosia. $1.40.

India. Many tariff rates are modified by notes showing exceptions or different rates. Most duties are ad valorem. Rates range up to 100%, but most items fall in the 20-50% range. Generally, agricultural machinery is dutiable at 15%; industrial machinery and primary raw materials at 27½%; intermediates, other raw materials and chemicals at 50% and consumer goods at 100%. Preferential rates apply to imports from the United Kingdom, British Colonies, and Burma. There are no customs surcharges, but many imports are subject to excise duties.

Indian Customs Tariff, Revised edition of

Fifty-fifth issue (as of October 31, 1965), Volume I, $0.90. Contains import and export duty rates, and cesses (export taxes). *Indian Customs and Central Excise Tariff*, Fifty-fifth issue (as of April 30, 1965), Volume II, $0.53. Contains customs excise tariff only. Department of Commercial Intelligence and Statistics, Calcutta.

Iran. Tariff consists largely of specific rates (nonpreferential). Exempted items include grains and flour, fish, milk, fertilizers and aircraft and parts. Ad valorem duties range from 5 to 100%. Low rates levied on most types of capital machinery, drugs, and medicines, while rates on such consumer goods as passenger cars, radios and furs are substantial. A commercial profits tax is levied on most imports.

Iraq. BTN. Ad valorem duties predominate, although many are specific. Lowest duties apply to petroleum products, paints, paper, tools, industrial refrigerators, bicycles and machinery. Some agricultural implements, industrial machinery and chemicals are free of duty. High duties apply to beverages, tobacco, leather goods, clocks, watches and furniture. Preferential rates apply to specified products imported from certain Arab countries.

Israel. BTN. Tariff (nonpreferential) is predominantly ad valorem in all categories of commodities except food, beverages, and tobacco. Rates are generally high, mostly in the range of 30 to 100%. High purchase taxes are levied on some commodities. Surcharges levied on a large number of commodities. An English language edition, *Customs Tariff*, is published as Business Diary Tariffs and Fees, a periodical service of English translations of Israeli laws and regulations. Current edition of the customs tariff is dated August 25, 1964, $8.33. Supplements No. 1 and No. 2, amending the tariff rates through September 30, 1965 are also available at $1.65 per copy. Israel Business Book. Ltd., 37 Harbour Street, P.O.B. 1313, Haifa; or 49 Yehuda Halevy, P.O.B. 2911, Tel Aviv.

Jordan. BTN. Most rates are ad valorem, ranging from 1 to 100%. The majority of duties, however, are relatively low. A number of foods, minerals, fertilizers, chemicals and industrial and agricultural machines fall in the 0 to 14% range. Rates in excess of 35% apply chiefly to nonessential goods and items competing with products of Jordanian industry. Additional import surcharges and taxes are also levied. Preferential rates apply to specified products imported from certain Arab countries.

Jordan's Customs and Excise Law, and Tariff Rates, Jan. 1, 1964, printed by Ministry of Finance-Customs.

Kuwait. A duty of 4% ad valorem is levied on all dutiable goods imported into Kuwait except liquor and liquified petroleum gas (100%). Preferential rates apply to specified products imported from certain Arab countries. No surcharges. The Kuwaiti tariff is not published because of the uniform duty.

Lebanon. BTN. Most rates are ad valorem, ranging from 1 to 50%. Free items include pharmaceuticals, tanning and dyeing substances, some chemicals, books and agricultural machinery. Lowest duties apply to dairy products, cereal grains, petroleum products, minerals, chemicals, plastic materials, metals, machinery and tools; highest to automobiles, vegetables, fruits, liquors, perfumery, toilet preparations, hides, leather, clothing and shoes. Preferential rates apply to specified products imported from certain Arab countries.

Tarif des Droits de Douane in Arabic and French, dated 1963, is published by Conseil Superieur des Douanes, Republique Libanaise, Beyrout, to whom remittance of £ 10 ($4.52) should be made payable.

Muscat and Oman. Tariff comprises 127 items with ad valorem rates. Maximum duty on all but 7 items is 17½%. Highest duties apply to wine, beer, opium (75%); vegetable ghee, cigars, cigarettes (25%); and motor cars (20%).

The Muscat Customs Manual may be obtained from the Director of Customs, Sultanate of Muscat and Oman, for $1.

Nepal. Both ad valorem and specific duties are widely used. Nepal has separate tariff schedules for Tibet, India, most-favored-nation (MFN) countries (United States, United Kingdom, Pakistan, Mainland China, USSR, and Yugoslavia), and all other countries. MFN rates are slightly higher than rates for Tibet and India, but lower than rates for the "all other countries" schedule. Most industrial and agricultural machinery is dutiable at 1%. Otherwise, the lowest rates are on cotton yarn, newsprint, medicines, and fertilizers; higher rates apply to ready-made garments, toilet articles, plastic goods, leather goods, and glass products. Surtaxes are levied on some items.

Customs tariff in English, His Majesty's Government Press, Kathmandu.

Pakistan. BTN. Most duties are ad valorem. Duty-free items include grains, flour, ores, wool, coal, books, agricultural tractors, and fertilizers. Most capital goods are dutiable at 25%, with a concessional rate of 20% if imported into East Pakistan. Agricultural machinery pays 10%. Highest rates apply on such consumer goods as textile fabrics, clothing, tobacco, liquors, and passenger cars. Preferential rates apply on certain imports from the United Kingdom, British Colonies, India and Ceylon. A defense surcharge of 25% of the customs duty is applicable to all imports except exempted items of machinery, components, and apparatus for use with the machinery. Most imports are also subject to 15% sales tax.

Pakistan Customs Tariff, second edition, February 1, 1965. Published by Manager of Publications, Karachi, $0.90. Includes import and export duty rates, and cesses (export taxes).

Qatar. General rate of 2½% ad valorem applies to most goods. Duty on tobacco is 10%; on beer, phonographs and phonograph records, 15%; and on liquor, 30%. There are minor port charges, but no surtaxes and no preferential duties.

Saudi Arabia. Most duties are ad valorem, moderately low, ranging up to 40% (except for one tobacco item). Animals, milk, cheese, grains, flour, dried vegetables, medical supplies, books, paint, varnish, machinery, agricultural implements and fertilizers are free of duty. Low duties apply to eggs, fresh or canned vegetables, canned fruits, blankets, metals, pipes, oil, grease, tires and industrial electrical equipment. Perfumery, tobacco, firearms and cameras take highest duties. Preferential rates apply to specified products imported from certain Arab countries. Surtax: 10% of customs duty.

Customs Tariff, April 1963, includes principal provisions of customs law and tables of weights and measures. The original, in Arabic, is published by the Kingdom of Saudi Arabia, Ministry of Finance, Directorate of General Customs Administration, priced at 5 rials ($1.11), payable to the Printing, Press and Publication Organization in Jidda. An English translation has been made by Arabian Oil Co., Local Government Relations Department, Translation Division, Dhahran.

Syria. BTN. General level of duties is low, many items taking a nominal rate of 1%, others 7% and 15%, under customs tariff effective Jan. 1, 1963. Preferential rates apply to specified products imported from certain Arab countries. There are minor surcharges and internal taxes.

Tarif General Permanent des Douanes de Syrie, dated Jan. 1963. Bureau des Documentations Syriennes and Arabes, rue Fauzi Ghazzi, B.P. 451, Damascus. $10.50.

Trucial States. Includes seven Shaikhdoms in the Persian Gulf region: Ajman, Abu Dhabi, Dubai, Fujairah, Ras al-Khaimah, Sharjah, and Umm al-Qaiwain. Dubai applies a 4.625% ad valorem rate on all items imported, with the exception of watches (1.25% ad valorem) and gold bullion (free). Goods imported by air into Dubai are dutiable at 2%. Sharjah's duties are 2.5% for imports by sea or land, and 2% by air. Abu Dhabi applies a 2% duty on all imports. No duties levied by the other states. No surtaxes; no preferential duties.

Turkey. BTN. Most-favored-nation rates are ad valorem, ranging from 5 to 100%. Duty free items include domestic breeding animals, phosphates and sulfates, medicine, printed material and ferroalloys. Lower rates are generally on vegetable oils, alkalis, most chemical products, rubber products and engines. Higher rates are on radio apparatus, glassware, tiles, fabrics, cinemagraphic film, cosmetics, beer and whisky.

An English translation of the Turkish customs tariff, in mimeographed form, is distributed by Turk Argus Ajansi, Is Bankasi Hani, P.K. 1025 Galata, Istanbul. Annual subscription of 750 Turkish lira ($82.50) includes translations of official gazettes. Tariff alone, 50 Turkish lira ($5.50).

United Arab Republic. BTN. All duties, except on tobacco, are ad valorem. Rates vary widely, from 2 to 400%, with some exceptions. Preferential rates apply to specified products imported from certain Arab countries. Statistical taxes of 10% are assessed on all imports, and excise duties on 19 items including alcohol, liquors, petroleum products, cement, coffee, lighters, matches, playing cards, synthetic fabrics, salt, sugar, and wheat flour. Pavement duty taxes of 3%, and additional excise taxes apply on other selected articles.

U.A.R. Customs Tariff, 1965, in English translation, includes an explanation of the tariff, the export tariff and excise duties. Customs Education Institute, Japan Trade Center, Cairo. E£3 ($8.61) a copy.

Yemen. Duties range from 5 to 50%. Items duty free are medical equipment, machine tools for agriculture, fertilizers, radios, and newsprint. Low rates are levied on cement, road machinery, grains, rice and kerosene. Higher rates are on cameras, cosmetics, and fabrics. A 5% defense tax and a 2% statistical tax are also levied on all imports.

Arizona traders mobilize

'Attack force' to publish state export register, hold reciprocal trade shows with Mexico

Arizona business organizations interested in foreign trade have formed a blue ribbon committee designed to increase the State's growing foreign trade, which exceeded $200 million in 1965.

The figure, released by the First National Bank of Arizona, surpasses total 1965 income of $178 million from Arizona livestock and provided 33,600 jobs for Arizonans.

In order to further this vigorous growth, members of Arizona's foreign trade community have created an "Export-Import Attack Force," with the specific goal of bringing together all groups interested in coordinating activities for the state's expanding foreign trade potential.

Elected co-chairmen of the special work group were Jack H. Scott of the Arizona Development Board, Phoenix, and Dallas Coors of the Southern Arizona Bank of Tucson and the Arizona World Trade Association.

"This attack force," Scott said, "will serve as a clearing house for an exchange of ideas and objectives for the various organizations that now have underway many excellent projects in the export-import field."

"Essentially," Coors added, "the various organizations all have similar goals —expanding Arizona's world trade. By working together, Arizona can take on larger export-import objectives which are now beyond the scope of any one organization, avoid duplication of efforts and accomplish our objectives more efficiently and with earlier target dates."

Several agencies were instrumental in forming the work force, including the Arizona World Trade Association, the Arizona Development Board, the Regional Export Expansion Council, the Arizona field office of the U.S. Department of Commerce, the Tucson and Phoenix Chambers of Commerce, and International Departments of the Arizona Bank, First National Bank of Arizona, Southern Arizona Bank and the Valley National Bank.

In noting the significance of the committee's formation, Don Fry of the Department of Commerce's Phoenix Field Office stated that "according to Commerce Department export origin surveys, Arizona export trade totaled $103.5 million in 1960, rose to $122.8 million in 1963, and continues to show one of the highest potentials in the nation." Fry said that most of the export increases of recent years have come about primarily through increased exports of manufactured products.

The first project of the Export-Import Attack Force, now well under way, is the publication of an Arizona Export-Import Register, which will furnish buyers throughout the world with a full list of products, both agricultural and industrial, that Arizona can supply to world trade. It will further let foreign communities know what products Arizona can use to augment its industrial capacity. The book will be printed in five languages.

"We have sent questionnaires to manufacturers, exporters, importers, engineers and consulting firms with ability for foreign work, regarding possible listing in the book," Scott said. "But all Arizona firms interested in tapping the lucrative foreign market and who may not have received a questionnaire should contact their local Chamber of Commerce or the Arizona Development Board to obtain information on being listed in the publication."

This publication will be distributed to commercial attaches of U.S. embassies and consulates throughout the world, to major importing houses in all foreign countries and to major export firms within the United States.

Other immediate objectives of the group are compilation of complete statistical information on Arizona world trade, an educational program for Arizona businessmen and manufacturers to assist them in entering the foreign market, and a reciprocal trade show between Mexico and Arizona to be held at an early date.

"Such a show," said Coors, "would give Arizonans an opportunity to present their products to a foreign market, and, perhaps most important, let them get a feel of foreign trade at a minimum cost."

Serving with Scott and Coors on the committee, are: Jim Leinenkugel, Arizona Bank and president of AWTA; Don Fry, director of the Phoenix Field Office, U.S. Department of Commerce; John Maffeo, chairman of the Arizona Regional Export Council; Bob Fogelsong, international department, Valley National Bank; Joe Pagan, international department, First National Bank of Arizona; Miles Hubka, Tucson Chamber of Commerce; Stan Allen, Phoenix Chamber of Commerce; and C. Lee Nunley of Dye Oxygen Company, Phoenix.

Additional members will be added from other cities to provide statewide representation. Coors pointed out that "the group will be held to a small number of working members so that effective action can be obtained."

The committee's next meeting has been scheduled for the first week in October to set up distribution for the finished Export-Import Register and to finalize plans for the statistical study and the reciprocal trade show.

ARIZONA EXPORT FIRM, Motorola of Scottsdale, exhibited at a recent Commerce-organized Tokyo show.

Scots trade mission arriving in October for sales, joint ventures, licensing meetings

Lord Clydesmuir to lead 24-member group on three-week visit with principal stops in Chicago and New York

Expansion of trade between the United States and Scotland, through direct sales, joint ventures and licensing arrangements, is the aim of a 24-member Scottish trade mission to the U.S. Oct. 29 to Nov. 19.

The mission is sponsored by the new Scottish Export Committee and led by Lord Clydesmuir, chairman of the Executive Committee of the Scottish Council (Development and Industry). All members are senior executives with authority to make on-the-spot decisions on sales, products, designs, styles and possible licensing arrangements.

Principal bases

After arrival in Chicago on Oct. 29 the mission will operate from that city for two weeks, and then go to New York.

Programs for the mission members are now being worked out in cooperation with U.K. commercial services in the United States. A series of conferences in which Lord Clydesmuir will meet with heads of trading and trade promotion groups, Government officials and the press is now being arranged.

The members have been given the assignment to "explore new opportunities to improve business to the benefit of both Americans and Scots. This, it is underlined, should be a genuinely two-way exercise in every sense of the word."

Lender's experience

Mission head Lord Clydesmuir has seen service on previous Scottish trade missions overseas. In May he headed one to Switzerland. He was chairman of Enterprise Scotland 64, the most recent Scottish national industries exhibition, and was vice-chairman of the 1959 show. He is a great-grandson of David Colville, founder of the Colville iron and steel firm that is the leading company in this field in Scotland.

The mission will offer products ranging from heavy capital items to textiles and foods. Among the mission members with an interest in licensing or manufacturing and engineering links are the following:

William Graham Cowan, of the Carruthers marine cargo handling machinery firm, is seeking firms interested in manufacture of Monobox cranes in the Middle West.

John Gilmour McGregor of Murray & Paterson metalworking machine manufacturers is seeking a mutual arrangement with a U.S. firm to make tube-bending and related machines from each other's lines, or to make in Scotland U.S. shearing machines and wire-drawing equipment.

Machine designer

James McCulloch Gracie of Scottish Tool Design, whose firm has already designed and manufactured for American subsidiary companies in Britain, hopes to establish similar links with companies in the U.S. making special-purpose machines.

J. C. A. Crawford, general manager of Motherwell Bridge and Engineering, has three objectives in joining the mission. He is looking for new products to manufacture under license, preferably in petrochemical and allied industries where his firm has a strong stake, seeking effluent disposal equipment that could be made under license, and intending to visit U.S. headquarters of Middle East and African oil companies interested in pressure vessels and tanks.

Versatile group

J. R. Bingham of the John Wallace engineering group, representing 12 companies making items ranging from large forklifts to household hardware, will be selling these products, offering their manufacture under license and looking for U.S. products to make under license in the United Kingdom.

The mission will be accompanied by W. N. Renfrew, assistant general manager of the Bank of Scotland, Edinburgh. He will visit correspondent banks in Chicago, Milwaukee, San Francisco, Los Angeles and New York.

Arrangements for the mission are being made by Donald S. Reid, head of the Trade Division of the Scottish Council (Development and Industry), and Miss Mary Bell, of the same division. Inquiries may be addressed to them at the Palmer House, Chicago, from Oct. 29 to Nov. 12, and the Drake Hotel, New York, from Nov. 12 to 19.

Commerce revises commodity controls, adds to licenses

Action tightens strategic item sales to friendly nations

The Department of Commerce revised the commodity control regulations to require validated export licenses to friendly countries for a number of strategic commodities that previously have moved under general license.

The controls were extended to include certain types of synthetic rubbers, oils and greases, organic chemicals, magnetic metals and materials, polymeric substances, numerical control systems for machine tools, nuclear reactor fuel machines, vessels for processing radioactive materials, and electronic equipment. The effect will be to tighten the controls.

Certificate revision

The Department also revised the listing of commodities for which foreign import certificates are required in support of applications for U.S. export licenses.

The revisions are in line with changes agreed upon by the U.S. Government and certain friendly countries participating in controls over strategic materials.

The new requirement for validated licenses was effective Sept. 6, but commodities which started moving for export by this date may be exported until Sept. 29 under the previous general license.

The new regulations are included in Current Export Bulletin 939. Copies of the Bulletin are available at 25 cents each. **Write:** Department of Commerce, Washington, D.C., or any Department Field Offices.

LANGUAGE FLUENCY SELLS

Oldline grain millers, newer firms serving Latin America win Presidential export awards

Pillsbury, Miami International Hatcheries, Nuir International win 'E' pennants through effective multi-lingual sales efforts

An oldline Midwestern milling company and two newer Miami firms serving Latin America have received Presidential "E" for export excellence awards.

Pillsbury Co., Minneapolis, and Miami International Hatcheries, Inc. received their awards at special ceremonies in Washington, D.C., while Nuir International, Inc., received its award from two U.S. Congressmen at the firm's own international trade mart.

The Pillsbury Co. in a national advertisement appearing in the late 1800's maintained "Pillsbury's Best is the Best. We Feed the World."

Secretary of Commerce John T. Connor in effect brought this slogan up to date when he presented Paul S. Gerot, chairman of the board, with the firm's "E" award.

In his presentation Secretary Connor noted that despite dramatic changes in demand and in increased competition from national mills abroad Pillsbury still maintains a substantial share of the world market for wheat flour.

He also noted that the firm had participated as a subcontractor under the Government barter and stockpiling program and that it had later successfully converted much of that business into private trade.

A prime market example of Pillsbury's achievement in this area is Ghana. The firm established a market for U.S. rice in this African country which had traditionally bought its rice from the Far East.

Secretary Connor also said that despite restrictive tariffs in the EEC, Pillsbury had been able to breach that market with a superior quality flour. The company entered the market by introducing "turbo-milled flour" in Holland.

Pillsbury holds exclusive patent rights to this technologically advanced product and flour produced in the EEC has not been able to compete with it.

For 13 years Pillsbury's "mother hen" marketing program has helped the firm diversify its own international operations while introducing other firms into foreign markets.

Under the company's protective wing of overseas marketing capabilities, many firms have successfully entered foreign markets thereby furthering U.S. export expansion.

Pillsbury has utilized extensive promotional programs abroad which stress foreign language advertising, demonstrations in supermarkets, and house-to-house sampling. Participation in U.S. trade centers and fairs have also helped to create demand for products in countries where the normal eating and baking habits would not demand Pillsbury products.

In many countries, baking pans, bowls and other utensils were provided free, giving the housewife almost all the facilities and materials necessary to use Pillsbury products.

In 1965 Pillsbury's "We Feed the World" claim was substantially backed up with more than $49 million in foreign sales which totaled 11.2% of the company's total sales.

Miami International Hatcheries, Inc., before 1957 had received only occasional orders from Latin American countries. It wasn't until then that the firm began to emphasize exporting by opening a hatchery in the Miami area to serve the market more efficiently than it could from its Gainesville, Fla., hatchery.

From then until 1961 some 90% of International Hatcheries' total sales were to Cuba. With the loss of that market the company began to diversify its sales and to seek markets in Central America, South America and the Caribbean area.

The firm's vigorous attack on its prospective market began with gathering the Department of Commerce trade lists for

IN A WASHINGTON CEREMONY the Pillsbury Co. was presented with an "E" award by Secretary of Commerce John T. Connor. From left are Rep. Donald M. Fraser (Minn.), Secretary Connor, Paul S. Gerot, Pillsbury chairman of the board, and Sen. Walter F. Mondale of Minnesota.

MIAMI INTERNATIONAL HATCHERIES President Robert W. Adler displays the firm's "E" award certificate to Mrs. Adler and his daughter, Jane. The firm hatches about 100,000 chicks a week exclusively for export to Latin American markets.

the area, and the consequent organization of a mailing list of about 15,000 poultrymen.

Trade opportunities published in INTERNATIONAL COMMERCE are also used to establish new contacts.

A distribution network was set up through many efforts which include intensive travel in the market area, calls on foreign service posts for assistance and following up the leads provided.

Today International Hatcheries has distributors in more than 35 countries. Some members of the company visit dealers and poultrymen periodically and some make from eight to twelve trips a year.

Prompted by a continuing direct mail program and such personal contact by key officials, the firm receives 75 to 100 personal inquiries daily. As a continuing policy, advertisements are run in leading poultry journals with overseas circulation.

In the early days of export activity, the firm dealt on a cash basis, then on a 30-day basis to dealers and customers with good credit ratings. As the volume of business grew more customers requested longer credit terms which led to International Hatcheries becoming one of the first U.S. businesses approved by the FCIA with a discretionary customer credit limit of $5,000 and a credit limit of up to $15,000.

Despite the loss of the Cuban market in 1961, the company managed to sustain its previous sales levels and by 1965 the firm was able to record more than $1 million in sales. The firm's substantial sales increase on a sustained basis earned International Hatcheries, Inc. its "E" award.

Robert M. Adler, president, accepted the award from the U.S. Department of Agriculture's Administrator of Foreign Agriculture Service, Raymond A. Ioanes.

Nuir International, Inc., won its "E" award by garnering substantial export sales with a highly trained, bilingual sales force which travels extensively, by opening local offices and by helping its foreign customers establish local factories.

The Miami company represents or does business with approximately 300 U.S. manufacturers and/or suppliers, exporting a wide variety of materials from earth moving equipment to bolts and nuts.

Nuir sells to manufacturers, distributors, contractors and dealers, supplying their needs, and according to their potential, introduces them to U.S. methods of operation and sources of materials.

In the past four years Nuir's total sales have registered a five-fold growth. In conjunction with this spectacular growth, the firm's customers have grown too. An example is Casimir Petit & Cia., Fort de France, Martinique.

Casimir Petit had a largely manual operation for manufacturing wooden doors and windows. Nuir sold them materials, toolings and machinery to fabricate aluminum awnings, venetian blinds, suspended ceilings, entrances, and store fronts. Nuir continues to supply the firm with aluminum in increasing quantities.

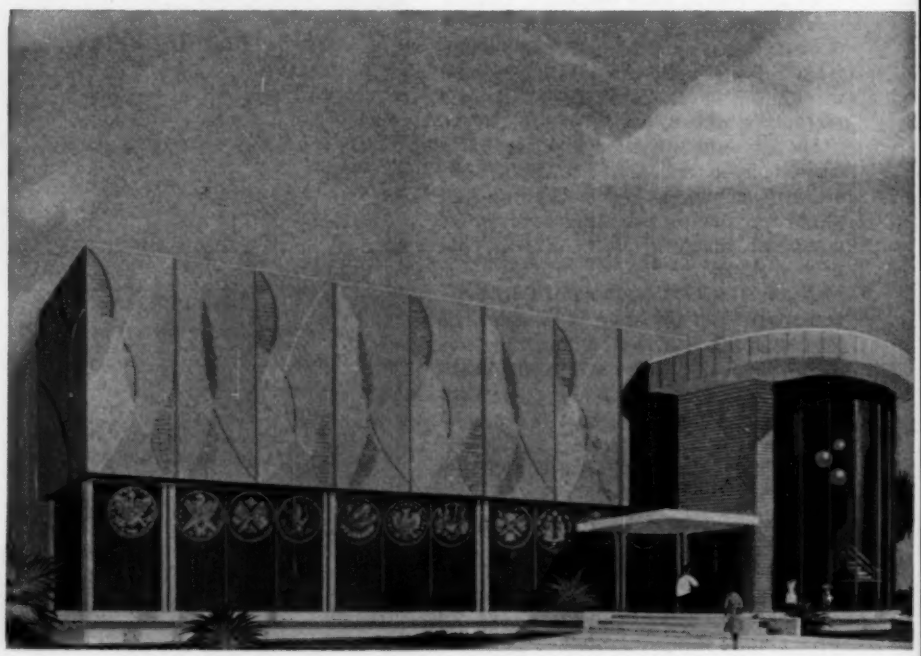
Before a salesman is assigned to a territory, he completes a one-year training program in Nuir offices. He is then considered capable of presenting all aspects of the company's varied lines and is knowledgeable about customs, duties, shipping regulations, and local national customs.

Six bilingual salesmen travel throughout Central and South America and the Caribbean, visiting most of the firm's markets four to six times a year.

A Nuir office was established in Lima, Peru, and with its successful operation the firm plans to open offices in San Jose, Costa Rica; Caracas, Venezuela, and in Guatemala.

The energetic international marketing program augmented by Nuir's new exhibit facilities in Miami led to the firm's "E" award presented by Miami's two Congressional representatives, Rep. Dante B. Fascell and Rep. Claude Pepper. John A. Ruffley, president, accepted the award in an outdoor ceremony attended by 12 of Nuir's Latin American customers.

INTERNATIONAL TRADE MART, "Tradarama," of the Nuir International, Inc., is strategically located near Miami's international airport. The building includes office space, exhibit areas and warehousing. Nuir represents about 300 U.S. companies in Latin America and the Caribbean.



SALES REPRESENTATIVE points out the features of Perlick bottle cooler (above) to the manager of the Rama-Hilton hotel. Two editors (below) inspect a new refrigerator-freezer combination unit.

AT OPENING RECEPTION, Trade Center officers played host to local press delegations and Thai Governmental officials, as agents for U.S. air conditioning and refrigeration firms introduced products.

Air conditioners are attraction in Thailand

Bangkok agents for 24 U.S. firms hold refrigeration show at Trade Center

Fifteen Bangkok area agents for 24 U.S. firms in the air conditioning and refrigeration fields took over the U.S. Trade Center in Bangkok from Aug. 15-26 for a special sales promotion aimed at businessmen in the Thailand market region.

By the end of the first week of the show, over 1,000 guests had seen the displays of the latest American products. Of the total number of visitors, 226 were registered as definite trade prospects. Hotel operators showed great interest in the institutional equipment at the show, to equip the products of Bangkok's hotel building boom.

Among the variety of products on display were refrigerated food display cases for retail grocery stores, large quick-freeze units, walk-in refrigerators for meat storage, and water coolers for office installation.

HOTEL OPERATORS AND MANAGERS were among the most interested guests throughout the 12-day run of the show. Agent for Emerson air conditioners (below) discusses latest models with a hotel executive.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: The Central Bank of **Iran** has raised the rediscount rate from 4 to 5%, but a preferential 3% discretionary rate for paper covering non-oil exports and certain essential imports is being continued. Tighter credit policies are aimed at curbing import demand. . . . Selas Corp. of America will supply naphtha cracking furnaces for expanded ethylene production at a new 320,000 tons-per-year facility of Rheinische Olefinwerke G.m.b.H. at Wesseling, **Germany**. Sela's licensee in Germany, Kirchner, Hamburg, will construct the furnaces to use Sela's high severity cracking process, said to deliver higher yields of ethylene with savings in space, installation time and overall process equipment cost. . . . Phillips Petroleum Co., Bartlesville, Okla., has joined the Preussag A.G. firm of Berlin and Hannover, Germany, in founding Hannover Russ A.G. to produce carbon black for Germany's rubber and tire industry. Phillips has been a long-time supplier of carbon black to Germany. The field is new to Preussag but related to firm's other interests—coal, oil, gas, and chemicals. . . . The U.S. Anaconda Co. will proceed with development of an open pit copper mine at Cerro Verde, **Peru**, about 15 miles from Arequipa, the area's principal city. Although the Cerro Verde operation is not scheduled to produce until 1971, preparatory work is expected to begin within the next year or two.

SIGNS OF STRENGTH

Argentine exports rise

Trade account reverses three-year trend of diminishing surpluses

Argentina's trade account for the first half of 1966 reversed the trend of diminishing surpluses that had characterized the Argentine balance of trade since 1963.

Showing signs of increased strength, the trade account surplus for the first two quarters of this year totaled $365 million, which helped to produce a favorable payments balance of $60 million. Compared with the same period last year, exports in the first half rose by 17%, while imports dropped by 15%.

The sizeable increase in exports was mainly contributed to shipments of last year's bumper wheat crop, including particularly heavy ones to Russia and Communist China. Other important export increases were in wool, hides and meats. The increase occurred in spite of a seasonal decline in exports during the past few months.

Imports were at reduced levels partly because of the continuation of the Government's stringent credit controls on capital goods imports. Imports were further depressed by the business recession which extended into the first quarter of this year.

Official Argentine statistics on trade with the U.S. are available only for the first quarter of 1966. Compared with this same period of 1965, imports from the U.S. declined from $59 million to $47 million, while exports to the U.S. increased considerably—from $18 million to $31 million.

As a result, Argentina's trade deficit with the U.S. totaled only $16 million for the first quarter of this year. Comparing the same periods, the U.S. share of the Argentine import market dropped from 21% to 19%, while the U.S. share of Argentine exports increased from 5% to 7%.

The largest declines in Argentine imports from the U.S. were registered in synthetic rubber (now in production locally), iron and steel scrap, coal, lubricating oils, soybean oil, and motor vehicle and tractor parts.

The significant increase in Argentine exports to the U.S. was because of increased shipments of canned meat, wool, sugar, and leather.

Argentine statistics on her LAFTA trade for this year are not yet available. In 1965 she had a trade deficit of $25 million with LAFTA, attributable mostly to heavy imports of white pine, coffee, and iron and steel sheets from Brazil.

The tempo of business activity in the second quarter was slightly above its first quarter levels. However, recovery from the mild recession of late 1965 and early 1966 has not been complete, and total output for the first half of this year was .5% lower than for the corresponding period last year.

The recession was most pronounced in the motor vehicle and agricultural machinery industries, and the decline in output in these areas had considerable adverse impact upon the production of iron and steel, machine tools, and rubber. First half output increased in foods, drinks, tobacco, chemical products, elec-

BEEF EXPORTS WERE UP even though they were affected by the British seamen's strike. Estimated sales of 10,000 tons to the United Kingdom were lost and shipments are only now beginning to flow as usual. Increased purchases by Spain and others resulted in a 6.4% increase in exports of beef and veal.

trical energy, paper, and construction.

Argentine agriculture finished the 1965-66 season with crop totals that exceeded last year's output in most products. Wheat and flaxseed harvests declined, but corn tonnage was the largest since 1943.

An unusually large grain sorghum harvest, together with the corn harvest, gives Argentina a total export availability of major feed grains that is at least three million tons greater than in the previous season.

Despite the poor wheat harvest this year, exports reached 3.9 million tons, the highest six-month figure in Argentine history.

Sugar industry uneconomic

The problem of the uneconomic sugar industry and its large surpluses continued to preoccupy the Government, which announced plans to export 400,000 tons during 1966 by means of subsidies.

This industry, long plagued by overproduction and high cost, faces the unhappy prospect of a heavy cane harvest that will considerably increase surplus sugar stocks. In May, the Government introduced a program of financial assistance to the industry.

Beef exports were up, even though they were affected by the British seamen's strike. Estimated sales of 10,000 tons to the United Kingdom were lost and shipments are only now beginning to flow as usual. The disruption forced buyers to extend already long payment periods to producers and aggravated the basic problem of sinking beef prices and rising costs.

Nevertheless, first-half 1966 shipments of beef and veal rose by 6.4% from the 1965 period to 188,000 tons, thanks to increased purchases by Spain and other non-traditional buyers.

Government deficit increases

The Government deficit for the first half of 1966 was 61 billion pesos, an increase of 12% over the 54.3 billion peso deficit during the same period last year. The money supply increased at the rate of 12% during the first half of this year, the same as in the corresponding period last year.

The cost of living increased 6.1% for the first half as compared to 11% in the first six months of 1965.

The Central Bank's gold and convertible exchange reserves rose to $319 million in May, then dropped to $284 million in June. The peso was devalued 7% during the first half, to buying-selling rates of 202/205 pesos to the U.S. dollar.

In August the peso was again devalued with buying-selling rates being moved to 215/218 pesos to the U.S. dollar; the parallel rate has remained at about 225/228 per dollar.

Crude oil production increases

National crude oil production for the first half of 1966 increased 8% over the same period last year, to a total of 8.2 million cubic meters. During the past nine months crude production has steadily declined. Import volume of crude increased 37% over the first six months of last year, but declining sales of diesel oil, tractor fuel, and kerosene helped to hold down the total value of imported crude and products to $46 million, about equal to the same period for last year.

Expansion of Argentine refinery capacity and products transportation facilities was initiated by measures taken by the Secretariat of Fuels and Energy.

In the field of petrochemicals, a U.S. company, Petroquimica Argentina S.A. (PASA), the largest plant of its type in Latin America, was inaugurated in April. The plant's products are being given protective tariff coverage by the Government.

Several important wage settlements were negotiated during the period, most of which provided for annual wage increases of from 30-35%. Under the provisions of the minimum wage law, the Government raised the minimum wage 17.3%, an amount equal to the cost-of-living increase that had occurred in the six months September 1965 through March 1966. In addition, the Government approved a substantial increase in indemnification for dismissed employees, retroactive to September 1965.

Economic outlook mixed

The outlook for the economy for the balance of 1966 is mixed. The trade account should show an increased surplus and agricultural production seems to be on the way up.

Increases in industrial output will be spotty, with the construction industry likely to remain strong. Principal question marks center around the success of the new Government's efforts to restrain and reduce inflation and the country's deficit fiscal position.

ARGENTINE COST OF LIVING increased 6.1% for the first half of 1966 as compared to 11% in the first six months of 1965. In August the peso was devalued with buying selling rates being moved to 215/218 to the U.S. dollar. The parallel rate has remained at about 225/228 per dollar.

India to promote export industries

Moves to compensate incentives lost after devaluation of rupee

The Government of India has announced a new export promotion program effective Aug. 16. The plan represents an effort to compensate certain Indian industries for some incentives lost when devaluation was instituted.

It consists of cash payment for certain industrial exports, other forms of assistance to develop selected export industries, and allocation of foreign exchange and indigenously produced materials to specified export industries on a "highest priority" basis.

Cash payments vary

Cash payments range from 10 to 20% of f.o.b. value, depending on the estimated magnitude of competitive disadvantage faced by these Indian goods in world markets. These payments will cover exports of engineering goods, metal scrap, steel products, woolen carpets, and sugar.

Priority allocations of raw materials, components and spare parts are to be provided to actual users in 15 export industries, including engineering goods, chemicals, pharmaceuticals, paper, plastics, and fish.

Special allocation of foreign exchange will be made to finance the importation of machinery and other investment goods.

In order to increase domestic output of raw jute, raw cashews, tea, coffee, and cardamon, a "priority supply" of fertilizers and pesticides may be provided.

Guatemala decree allows Government to alter terms of bid after award is made

The basic public bidding procedures of Guatemala have been changed to allow the Government unilaterally to amplify or reduce the magnitude of the project involved, or introduce modifications to the bid specifications of not only a structural nature but with respect to financing as well, if deemed in the public interest.

This new regulation provides that reductions or increases cannot exceed 33% of the total value of the bid award, and limits the time during which the change can be made to the interim period following a bid award and the actual signing of the contract.

The changes became effective August 6 under Decree No. 1604. If a successful bidder refuses to accept the subsequent changes, the Government may cancel the public tender and schedule a new one which will reflect the revisions.

Copies of Decree No. 1604 are available on a 10-day loan basis from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Venezuela creates free trade zone

Venezuelan President Raul Leoni on July 18 signed a law establishing a free trade zone on the island of Margarita, off the eastern coast of Venezuela.

The Government hopes that the addition of duty-free facilities for visitors will stimulate international tourism to the island. Margarita lies between the present tourist stops of Curacao/Aruba/Bonaire and Trinidad-Tobago and is the country's first free trade zone.

The move is also expected to bring about a greater utilization of the island's resources, such as meerschaum, and to aid in reducing Margarita's unemployment level.

The Island is one-hour by plane from Caracas and about a half-hour from Puerto La Cruz.

Trucial states shift away from devalued Indian rupee

Following the devaluation of the Indian rupee, which most of the states in the Persian Gulf area had used, six of the seven Trucial States (Dubai, Sharjah, Ajman, Fujairah, Ras al Khaimah, and Umm al Qaiwain), together with Qatar, decided to adopt the Saudi Arabian riyal (SRLs 4.50=US$1), effective June 16. The remaining Trucial State, Abu Dhabi, adopted the Bahrein dinar (0.476 dinars=US$1).

Germany requires special registration for 23 medicines

Brings list to 69 items subject to stringent report requirements

Germany has extended the list of medical substances and preparations subject to special registration to cover 69 items, an addition of 23 to the 46 listing previously announced.

Medicines for sale in Germany containing substances or which are preparations listed for special registration are subject to stringent requirements with respect to the submission of reports from the manufacturer about the clinical and pharmacological examination of such medicines.

These substances and preparations have been found to have effects not generally known in medical science.

The first four of the new listings (numbers 47 to 50) appeared in *Bundesanzeiger* 242 of Dec. 24, 1965, and are subject to prescription until Jan. 1, 1969.

The next six listings (numbers 51 to 56) were published in *Bundesanzeiger* 55 of March 19, and the following five (numbers 57 to 61) in *Bundesanzeiger* 99 of May 27. These 11 items require prescriptions until July 1, 1969.

The last eight listings (numbers 62 to 69) are to be found in *Bundesanzeiger* 131 of July 19, and are under the prescription requirement until Jan. 1, 1970.

The *Bundesanzeiger* may be ordered from the Bundesanzeiger Verlag G.m.b.H., Bonn, Germany. Photostat copies are available at nominal cost from the Photo-Duplication Service, Library of Congress, Washington, D.C. 20540.

Loan copies of the new listings and of the previous listings, reported in INTERNATIONAL COMMERCE on July 26, 1965, and Jan. 10, are available in German. **Write:** the European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

These changes should be noted in the Department of Commerce bulletin "Pharmaceutical Regulations of the Federal Republic of Germany," World Trade Information Service report, Part 2, No. 57-63.

U.S. licensees sought to produce goods of seven foreign companies

Offered products include a new type of high velocity induction air-conditioner, electrical connectors, foldaway steel building

Manufacturers in West Germany, England, The Netherlands, Italy, Switzerland, and Canada, are seeking U.S. licensees to produce and distribute their products for the U.S. market. The products are: plastic drawers for furniture, loose leaf plastic binding products, apparatus for cryogenic plants, equipment for nuclear plants, equipment for the process industry, waste heat steam boilers, new type of high velocity induction air-conditioner, gold dental alloys, electrical connectors, and a foldaway portable steel building.

Additional information of these products and the names and addresses of the manufacturers are available from the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. In writing refer to the appropriate File number assigned each opportunity described below.

Plastic drawers

A license is offered by a West German firm for the U.S. production of its plastic drawers for use in furniture. The drawers are moulded from hard PVC profiles by a special apparatus which leaves one open end to which a wooded front can easily be affixed. It is reported that the drawers can be formed to required sizes in a matter of seconds.

The firm claims this process eliminates the extra costs of metal fittings, screws, and other accessories used for producing wooden drawers.

The licensing offer includes the extrusion process which is patented in the U.S. and the form moulding apparatus.

The firm requests replies only from U.S. manufacturers of plastic articles used in the furniture industries. **File 1448.**

An English manufacturer is seeking two or three large U.S. firms with production and distribution facilities in the printing and stationery field as U.S. licensees to produce its loose leaf plastic binding products.

The products have proved popular, according to the firm, both in the U.K. and other countries. They are used primarily for the binding of publications of limited distribution; for commercial and industrial use in the binding of catalog sheets, reports, etc.; and for educational use in the binding of school reports, term papers, and other materials.

The advantages claimed by the firm are attractive appearance, low cost, ease of application, and the possibility of neatly printing or defining the binding edge so that a document is readily identifiable on a bookshelf.

The binding products are patented in the U.S. and licenses have been granted to manufacturers in Australia, Austria, Belgium, Canada, Denmark, Finland, Germany, The Netherlands, Italy, Norway, Portugal, South Africa, and Spain. **File 1449.**

A large Dutch engineering company wishes to grant licenses to U.S. firms for the manufacture of these industrial products: (1) apparatus for cryogenic plants, such as vessels and pipe lines as well as for underground long range piping for liquid gases (O_2, N_2, etc.), distributing stations, and storage tanks; (2) parts of nuclear plants; (3) equipment for the process industry in titanium, hastelloy, zirconium, and nickel; (4) waste heat steam boilers for waste liquids; and (5) slop-combustion steam boilers for installation in alcohol production plants. **File 1450.**

A West German manufacturer is seeking U.S. licensees to produce its new type of high velocity induction air-conditioner unit built as a radiator. The unit can be operated with two, three, or four pipe thermostat systems or can be hand operated by means of a regulating valve. Because of its high hygienic attributes and other advantages over existing air-conditioning systems, the firm claims this equipment is being installed in many old and new hospitals, clinics, and other types of buildings.

It is reported that during the past year this new unit has achieved very good success in Germany and other European markets. **File 1451.**

An Italian firm is offering a license for the U.S. production of its gold dental alloys which are patented in the U.S. The firm claims that its alloys have impressive characteristics such as Brinell hardness, percentage of elongation, elastic limit, and the cost is extremely competitive compared to good U.S. gold alloys. According to the firm, numerous physical, mechanical, and chemical tests carried out on both the hard and soft golds have given most excellent results. **File 1452.**

A Canadian manufacturer is seeking U.S. licensees for the production of its foldaway portable steel building. An erected section is 40 feet wide "clear span," 10 feet long, and 10 feet straight sidewall. One section folded is 21 feet, six inches long, 10 feet wide and 26 inches high, weighs 2,000 pounds and can be erected in 20 minutes. The total time to unfold and erect the complete structure at the building site is eight hours. The building (U.S. patent pending) is ideal for all temporary storage problems; it can be taken down easily and moved to another location. **File 1453.**

A Swiss manufacturer is seeking a U.S. licensee for the production of its electrical connector which ensures an absolutely safe cable assembly and latching between plug and socket. The firm reports that its latching system which is patented in the U.S. is enjoying great success in all European countries due to its outstanding features and design.

According to the firm, its connectors are the only type in the world which clip into a secure unit that avoids a break in contact by vibration, tugging acceleration, traction on the cable, etc., yet may be parted at a touch and without more manipulation than with unsecured types. This system may be applied to any type and size of connector, for simple as well as for complicated multiple connectors fitted with a great number of pins, and for water-tight or any other models. The connectors also ensure a low and constant resistance. The firm's connectors are now being used in Europe by such manufacturers as Brown, Boveri & Co., Philipps, Siemens & Halske, Vibrometer Ltd., Harwell, and Radiometer. Additional customers are The Netherlands' Post and Telephone Authority, the European Nuclear Research Center, and Euratom.

A representative of the Swiss firm will be in the United States in October to discuss licensing arrangements with interested U.S. manufacturers. **File 1454.**

German drug firms want U.S. licensees

Four Berlin pharmaceutical manufacturers seek licensing arrangements with U.S. pharmaceutical producers interested in entering the European market. The German firms are also interested in locating licensees to manufacture pharmaceuticals in the U.S.

Reportedly, the Berlin pharmaceutical industry, which has grown rapidly in the past few years, is made up of one large company and a number of smaller ones. The smaller companies are interested in expanding their operations, but want to retain their corporate identities yet avoid the high costs of product development and research. They are accordingly turning to licensing as a solution to these problems. The proposals follow:

• A middle-sized firm seeks to broaden its product line through a licensing arrangement with a U.S. manufacturer. The company would consider an agreement whereby it would purchase necessary raw materials from a U.S. licensor. The company is also interested in finding a U.S. licensee to make its products.

Write: Diwag Chemische Fabriken GmbH, 1 Berlin 28, Oraniendamm 7, Germany. WTD.

• A license to manufacture prescription pharmaceutical specialties is sought by this firm, which is also interested in finding a U.S. licensee to make its line of preparations, principally for the digestive tract.

The firm states it also would consider establishing a manufacturing subsidiary with a U.S. participant. The Berlin company claims to have land available for expansion purposes.

Write: Helopharm KG, 1 Berlin 52, Waldstrasse 80, Germany. WTD.

• This Berlin firm seeks to explore possibilities of licensing and cross licensing with an interested U.S. manufacturer.

The company is particularly interested in discussions with smaller U.S. pharmaceutical firms.

Write: Dr. Gerhard Mann, Chemisch-pharm. Fabrik GmbH, 1 Berlin 20, Brunsbutteler Damm 165, Germany. WTD.

• A license to produce pharmaceutical preparations for use in the treatment of stomach and intestinal diseases is sought by this concern. The firm is also interested in licensing a U.S. firm to manufacture its bacteriological product, an intestinal antibiotic, which is covered by U.S. patents. The Berlin firm states it is currently negotiating licensing arrangements with two U.S. pharmaceutical producers.

Write: MED Fabrik chemisch-pharm. Praparate J. Carl Pfluger, 1 Berlin 31, Karlsruher Str. 19-22, P.O. Box 305. WTD.

SPECIAL INDUSTRIAL MACHINERY

A German engineering firm, engaged in the planning and construction of heating and exhaust systems, tire retreading plants and installations for the rubber and chemical industries, seeks a license to make newly developed heating and exhaust equipment, tire retreading and repair equipment and apparatus for the rubber and chemical industries.

The firm has approximately eight employees and an annual volume of $125,000.

Write: Heinrich Goetz, 6129 Sandbach/Odenwald, Am Rangenberg 21, Germany. WTD.

CONSTRUCTION EQUIPMENT AND PUMPS

A French manufacturer of cranes and hoists for the building industry and gasoline station pumps seeks a license to produce small construction equipment and submerged pumps.

The firm reportedly does an annual volume of approximately $1.5 million and has about 100 employees.

Write: Th. Pernin & Fils, S.A., 104 Rue de Stalingrad, 93-Montreuil-sous-Bois., France. WTD.

AGRICULTURAL AND FOOD MACHINERY

A French manufacturer of agricultural and food machinery seeks a license to produce newly developed equipment for the agricultural and food industry currently unavailable on the French market.

Established in 1920, the French firm has an annual volume of approximately $1.2 million and employs 350 persons.

Write: Etablissements Simon Freres, rue Laurent Simon, 50-Cherbourg, France. WTD.

INDUSTRIAL RUBBER PRODUCTS

Established in 1948, a French manufacturer of moulded rubber wound articles seeks a license to produce industrial rubber specialties.

The company has approximately 70 employees.

Write: Etablissements CAFAC, 111 Rue Saint Luc, 59-Lille, France. WTD.

Indian seeks expansion through joint venture

A Bombay manufacturer of such electrical measuring instruments as d.c. ammeters, milliameters, micro-ammeters, hf multivoltmeters and galvanometers proposes a joint venture with an experienced U.S. firm to expand and diversify its manufacturing operation.

An undetermined capital investment, plus technical know-how is requested of a U.S. participant.

According to the Indian firm, which began production in 1963, its current machinery is sufficient for annual production of approximately 2,000 units, but additional equipment will be necessary for expansion. Electricity, water and transportation facilities are available at the plant site. The majority of raw materials are purchased in India, but certain special component parts including hair springs, magnets and pivots must be imported.

Reportedly, the Indian firm has terminated a technical collaboration agreement with a British firm, and seeks the assistance of a U.S. company in reviving and expanding the enterprise.

The managing director of the Indian firm is visiting London this month, but is prepared to visit the U.S. to discuss any interesting proposals offered by U.S. firms.

U.S. firms wishing to discuss a possible collaboration arrangement with the managing director in the U.S. should **cable** before Sept. 24: Mr. M. P. Chablani, c/o Barclay's Bank Ltd., Marble Arch Branch, 19 Great Cumberland Place, London, W. 1, England, suggesting a place and time for an appointment.

Firms wishing to correspond with the Indian company should **write:** Measuring Instruments India Pvt. Ltd. (MIIPL), Cambata Bldg., 42 Queen's Rd., Bombay 1, India. WTD.

CERAMIC MANUFACTURING MACHINERY

A German manufacturer and distributor of equipment for the ceramic industry seeks a license to make fully automatic machines for the production of china and pottery, and ceramic processing and molding equipment.

The firm, which has about 20 employees, including eight traveling salesmen, markets its products in Europe and overseas. Annual volume is estimated at $375,000.

Write: Reissmann Maschinen GmbH, 62 Wiesbaden, Taunusstrasse 63, Germany. WTD.

Pakistani firm plans ball bearing plant

A newly organized Pakistani firm, planning to establish a plant near Karachi for the production of 60 different types of ball bearings, is interested in obtaining quotations from U.S. manufacturers of ball bearing production machinery and related equipment. U.S. suppliers should be able to furnish necessary technical assistance in the installation of the plant and the training of Pakistani personnel.

Total cost of the project is estimated at $1.6 million and financial participation would be welcomed by the Karachi firm.

Current plans call for the production of approximately 80,000 units a month for use by manufacturers of motor vehicles, electric fans and motors and power driven pumps. According to the Karachi company, there are no manufacturers of ball bearings in Pakistan and requirements are met by imports, primarily from Sweden, Germany and Japan.

Reportedly, such facilities as water, electricity and transportation are available at the proposed site.

U.S. firms interested in quoting on plant machinery and equipment and those wishing additional information about the project should **write or cable** immediately: Aizad Industries Ltd., Palace Cinema Bldg., Civil Lines, Karachi 4, Pakistan. WTD.

CHEMICAL PRODUCTS

A German manufacturer of chemicals and chemical products for use in foundries seeks a license to make such products in the chemical line as castings and binders for mold-making, fluxes and degassers for smelting and products for welding and sodering of castings.

The company wants exclusive representation for Germany and possibly for Austria, Switzerland, and/or other countries in Western Europe.

In addition to marketing its products domestically, the German company reportedly exports about 10% of its production. It has approximately 20 employees and business volume is estimated at over $500,000.

The firm is also interested in finding a U.S. licensee to produce its foundry fluxes.

Write: Dr. Riedelbauch & Stoffregen, 6554 Meisenheim, Am Bahnhof, Germany. WTD.

EXHAUST SYSTEMS

A German manufacturer of electric motors for household appliances seeks a license to make exhaust systems for home kitchens and tools for use in the installation of heating systems and lavatory equipment.

Reportedly the German firm, which also wholesales cutlery and tools through an associate company, successfully introduced several new products last year.

The company has approximately 100 employees and an annual volume of about $730,000.

Write: Wilhelm Kober & Co., 6368 Bad Vilbel, Homburgerstrasse 76, Germany. WTD.

License to produce cooling units, partner in glass plant sought by Iranian

An Iranian importer of air-conditioners seeks a licensing arrangement with an experienced U.S. firm to manufacture or assemble air-conditioning units. The firm estimates 1966 sales of approximately 600 units and claims through a licensing arrangement it could market 5,000 units the first year.

The firm is also interested in discussions with U.S. firms regarding a possible joint venture to establish a glassware manufacturing plant.

Write: A. Mohammad pour Co., Abadan, Iran. WTD.

LIGHTING FIXTURES

An Australian manufacturer of lighting fixtures seeks a license to make industrial and domestic wall and ceiling incandescent electric light fixtures. The company is also interested in such new products as high intensity lamps and diffused lighting systems. Payment is preferred on a royalty basis.

Reportedly, the importation of lighting fixtures by Australia from the U.S. is generally impractical, due to high duties, shipping costs and strict Australian specifications for electrical items.

U.S. manufacturers of lighting fixtures interested in participating in the Australian market through a licensing arrangement should **write:** Artcraft Metal Industries, 364 Canterbury Rd., Canterbury, N.S.W., Australia. WTD.

ELECTRONIC DEVICES

A Swiss manufacturer and importer of electric and electronic equipment seeks a license to produce electronic control devices for the engineering and watch industries.

Established in 1946, the Swiss firm has approximately 20 employees.

Write: Mr. G. Manta, Engineer and Manager, Dumaco, Elfenaustrasse 3, Biel, Switzerland. WTD.

Vacuum cleaner venture in Mexico proposed

A Mexico City company engaged in the contract manufacturing of metal products for firms in the automotive, electronic and food processing industries seeks a licensing or joint venture arrangement with a U.S. firm to manufacture household vacuum cleaners.

The Mexican firm would consider offering a U.S. firm minority participation in the proposed enterprise or pay a royalty based on sales to a U.S. supplier of patents and technical know-how.

According to the Mexico City firm, it plans on marketing the vacuum cleaners through the nation-wide distribution channels of a Mexican household appliance manufacturer.

Reportedly, import duties and controls restrict the importing of household vacuum cleaners into Mexico and this opportunity may prove of interest to a U.S. vacuum cleaner manufacturer seeking to enter the Mexican market.

To obtain additional information interested U.S. firms should **write:** Industrias Pro-Metal, S.A., Rio Tiber No. 91-201, Mexico 5, D.F. WTD.

PLASTIC PRODUCTS

Established in 1964, an Austrian manufacturer of injection molds and presses, machine tools, and plastic articles seeks to expand production through a licensing arrangement with a U.S. firm by producing patented plastic products.

Reportedly, the Austrian firm operates a small, but well-equipped plant a few miles outside of Innsbruck. It is associated with another Austrian company engaged in the manufacture and export of novelties, curios and other gift items.

Write: Riml & Co. Ges.m.b.H., Breitenweg 32a, Absam, Tyrol, Austria. WTD.

INDUSTRIAL FURNACES

A Paris manufacturer of industrial furnaces seeks a license to make annealing, tempering and carbonizing furnaces, vacuum annealing melting furnaces and protective atmosphere generators.

Established in 1949, the French firm has experience in producing varied types of industrial furnaces particularly for the ceramics industry. It has about 130 employees and an annual volume of approximately $16 million.

Write: Etablissements M. Dupeux, 15 Rue de Campo-Formio, Paris 13e., France. WTD.

Pakistan to reconstruct Tarbela Dam; seeks bids from prequalified firms

Pakistan's Water & Power Development Authority (WAPDA) invites prequalifications and prequalified firms to bid on the reconstruction of the Tarbela Dam Project, located on the Indus River 30 miles north of Attock in the West Pakistan Hazara District. This project is in the second stage of the World Bank financed Indus Basin Plan.

Work will consist of: (a) main embankment dam 9,000 ft. at crest, maximum height above river bed 485 ft., main embankment dam blanket to contain 160 million cu. yds. of material; (b) auxiliary dam I, max. length 345 ft., 18 million cu. yds.; (c) auxiliary dam II, 2 million cu. yds.; (d) four half-mile concrete lined gate—controlled tunnels 45 ft. inside diameter (downstream section steel-lined) through rock of right abutment: for final diversion and later for power and irrigation; (e) seven radial gate service spillways 50 ft. wide, 58 ft. high with 2,200-ft. concrete lined chute ending in a flip bucket; (f) nine radial gate auxiliary spillways 50 ft. x 58 ft. with 500-ft. concrete lined chute ending in flip bucket; (g) power plant with service bay, and four 175,000 KW turbo-generator units with related mechanical and electrical equipment and switchyard.

The Authority will invite bids under a separate contract for steel tunnel liners, penstocks, wye branches and penstock manifolds to be supplied, fabricated and installed. The major electrical and mechanical equipment for the project will be furnished under other separate supply contracts and for installation by the general contractor.

Prospective bidders must be experienced in construction of earth/rock-fill dams. They must apply by Sept. 30 for a summarized description of the project and the prequalification data to either the Project Director, Tarbela Dam Project, Tarbela Dam Colony, District Hazara, West Pakistan or to Consulting Engineers: Tippetts-Abbett-McCarthy-Straton Int'l., Attn. Tarbela Dam Project Manager, 375 Park Ave., New York, N.Y. 10022.

NATO construction project in England open to U.S. bidders

A NATO project in Suffolk, England, calling for the construction of one maintenance building, 12 ammunition storage buildings, ancillary facilities and utilities has been announced by the Ministry of Public Buildings and Works, Bldg. 337 (South Side), R.A.F. Station Northolt, Ruislip, Middlesex. The project is estimated to cost £220,000 ($616,000).

The deadline for notifying interest in participating in this project to the Ministry is Sept. 25. Copies of such notification should be sent to the U.S. Embassy, 24/31 Grosvenor Sq., W.1, London.

In order to participate in this project, U.S. firms must be certified eligible for NATO International Competitive Bidding (ICB). Firms not already certified should contact the Department of Commerce's Trade Opportunities Staff, BDSA 624, Washington, D.C. 20230, for information. A brochure, "Doing Business with NATO—How U.S. Companies Can Participate", is available on request from the Staff.

Prequalifications invited on project A section of Japanese expressway

The Japan Highway Public Corp. invites international bidding for Nihon Doro Kodan, known as Kodan, for the construction works of a section of the Tokyo-Nagoya Expressway, on "A" Project, between Shizuoka and Komaki, both in Aichi Perfecture.

The work includes 3,564 yards of construction of cutting, embankment, bridges, underpass structures and other works, but not the pavement. The Kodan will not permit subletting of the major part of the work, and also specifies they will furnish the steel and portland cement to be used for the work.

Prequalification documents must be submitted by noon, Sept. 24 to Contract Section, Procurement & Right-of-Way Dept. of the head office of the Kodan, 1-13, 1-chome Shimbashi, Minato-ku, Tokyo.

A copy of the Announcement to Bid, giving details and additional information is available to firms located in the U.S. from the Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-WOrth 7-3601.

New Zealand to buy tubes and semiconductors

The Department of Civil Aviation, Wellington, New Zealand, has issued tender No. CAQ 138/66 for radio tubes, germanium and silicon devices, and vacuum delay switches.

Bid deadline is Sept. 23. Bid should offer approximately 3,000 tubes and semiconductors; preference will be given bids offering current production type tubes of Jan/Mil specification.

Copies of tender announcement and specifications are available from the New Zealand Senior Trade Commissioner in the United States, 1145-19th St. NW., Washington, D.C., 20036, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

Ceylon extends bid deadline

The Chairman, Tender Board, Ministry of Land, Irrigation & Power, Colombo, Ceylon, has extended the bid deadline for the supply of mining, construction, transportation and agricultural-irrigation equipment from Sept. 10 to Sept. 24. (INTERNATIONAL COMMERCE, Aug. 8, p. 22, Aug. 1, p. 30).

NATO-certified U.S. firms can bid on job in Italy

NATO Project No. 97, calling for the construction of pavement for an area totaling 1,200 square meters, has been announced by the Ministero Defesa, Direzione Generale Genim Militare (Marina), Rome, Italy. The project, estimated to cost approximately $161,000, is open to U.S. firms which are certified eligible for NATO International Competitive Bidding (ICB).

Firms interested in participating must submit by Sept. 30 their request for bidding invitations and a specially designated Italian Government questionnaire.

In lieu of the questionnaire, U.S. firms may respond by answering *in Italian* the following questions which are extracted verbatim from the Government's "Scheda Informativa" (Information Form): (1) Name of firm; (2) address of firm; (3) summary description of type of organization (private firm, corporation, etc.); indication of financial capacity (value of individual largest projects recently executed); (5) short description of technical qualifications (nature of projects which applicant is specialized or equipped to execute). This reply must be signed to be valid.

Further information about NATO or NATO-ICB certification may be obtained by writing or calling the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Uganda seeks bids on soaps and various household items

Uganda's Chief Supplies Officer, Ministry of Works, Communications & Housing, P.O. Box 98, Entebbe, has issued an invitation-to-bid for soaps, household cleaning, polishing and sanitary materials and products, also utensils (brushes, brooms, etc.), 24 items in all.

Bid deadline is Oct. 3.

Quantities required are based on estimated year's requirements and the successful bidder will ship only on receipt of subsequent shipping orders.

A copy of the tender (E/19/66-7) may be obtained by writing or calling the U.S. Department of Commerce, Chemicals and Allied Products Division, BDSA 544, Washington, D.C. 20230. Telephone: 202-967-2067.

Australia to buy pumps

The Manager and Secretary, Electricity Commission of New South Wales, Box 5257, G.P.O., Sydney, N.S.W., has issued Tender No. 1601/B for the supply and erection of extraction pumps for four 500 MW reheat turbo-generators at the Liddell Power Station.

Bid deadline is Oct. 4.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—588, U.S. Department of Commerce, Washington, D.C., 20230. Telephone: 202-WO 7-5589.

Ceylon Government offers monazite; requests bids

The Ceylon Government offers for sale and requests bids on 75 long tons of monazite of 99% purity and a guaranteed rare earth oxide content of 66% including thoria. Closing dates for tenders are Sept. 23 in Colombo and Sept. 15 if sent to the Embassy in Washington.

Copies of the request for bids and further description of the monazite can be obtained on written application to the Embassy of Ceylon, reference No. 20 L(i), 2148 Wyoming Ave., N.W., Washington, D.C. 20008.

Sudan needs rail equipment

The Office of Controller of Stores, Sudan Railways, Atbara, invites bids to be submitted by Oct. 11 for various types of rail equipment. Included in the tender (identified as contract No. 3558) are: 170 rail crossings; 10,090 tie plates; check and heel blocks; 1,880 slide chairs; various types bolts and nuts, lugs, pins; check rails and switch rails.

A copy of the tender documents is available to firms domiciled in the U.S. from the Iron and Steel Division, BDSA-642, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2363.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Lousaac-Sogn Building. Area Code 907 Tel. 272-4331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6181.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16429 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 309 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

012 Fruit, tree nut, vegetable farms

SWITZERLAND—Fresh strawberries from January to May. Direct purchase and agency. J. Lieblich & Cie. (importer, wholesaler), G.m.b.H. Solothurnerstrasse 50, 4002 Basel. WTD 8/9/66.

151 General building contractors

● **IRAQ**—Construction of Central Bank of Iraq Branch in Basra, estimated cost about $1.4 million, to be completed by latter part of 1968. Bidders should have experience in similar works. Contractors must be registered or intend to register in Iraq to apply for tender. Complete set of documents includes two copies of general conditions, bills of quantities and specifications and one copy of detailed drawings which may be examined and also purchased for U.S. $140 (not refundable) from: Accountant of Administration of the Central Bank of Iraq in Baghdad; Embassies of the Republic of Iraq in London, Rome, Vienna, Cairo, Beirut and Tokyo; or Consultant Architects Associated, Kubba Bldg., Saadoon St., Baghdad. Bid deadline is Nov. 30. Bids should be submitted in sealed envelopes marked "Tender for the Construction of the Central Bank of Iraq Bldg. in Basra", accompanied with a preliminary deposit of 2% of the bid total, with following documents enclosed: a Chamber of Commerce membership card or from a competent authority; list of similar construction works executed; receipt of purchase of tender document. The Bank reserves the right to accept sub-contractors for certain parts of the work.

● **SAUDI ARABIA**—12 schools in Eastern

Province, $3 million estimated cost. Bids invited by Arabian American Oil Co. (ARAMCO). Arrangement preferred by Aramco is on a joint venture basis with a Saudi contractor partner. Companies interested in project should contact either the American Consulate General in Dhahran or the American Embassy in Jidda for the names of prospective Saudi partners. Tender specifications call for the modification of existing design drawings and specs, prepared by a U.S. firm, on the construction of 12 schools now nearing completion. Drawings and tender documents available for $1,111 from Aramco Contract Office, Dhahrana. Bid deadline on Aramco School Project is Nov. 28.

201 Meat products

DENMARK—Corned beef. Eysturoyar Heilsola (importer, wholesaler), Saltangara, Faroe Islands. WTD 7/18/66.

SOUTH AFRICA—Canned meat products, all types, including chicken in whole or part, excluding corned beef. O.K. Bazaars (1929) Ltd. (retailer), P.O. Box 3171, Johannesburg. WTD 8/3/66.

203 Canning, preserving foods

AUSTRALIA—Dietetic foods, low calorie, including but not limited to canned fruits, jams, candies, cake mixes, puddings, desserts. Associated Health Foods Pty. Ltd. (wholesaler, retailer), 28 Castle St., Blakehurst, N.S.W. WTD 6/28/66.

DENMARK—Canned citrus fruits, dried fruits such as raisins, etc. Eysturoyar Heilsola (importer, wholesaler), Saltangara, Faroe Islands. WTD 7/18/66.

FRANCE—Frozen salmon; frozen lobster tails; packaged fish: fresh, quick frozen, cold pack (frozen); shellfish: quick frozen, cold pack (frozen). Direct purchase and agency. Gilles & Cie, Anc. Tempelaere & Cie (importer, wholesaler), 53 Rue St-Denis, Paris, 1er. WTD 9/2/65.

SOUTH AFRICA—Canned fruits, vegetables, sea foods and specialities as follows: lima, waxed and red kidney beans; whole kernel corn in 12 oz. cans; asparagus (not green); peppers; cranberry sauce (with whole berries); pickles; sauces and condiments; pimentos; mustard; chili sauce; chili con carne; cherries; clams; mussels; oysters; shrimps; tuna fish; crab meat; Kadota figs. O.K. Bazaars (1929) Ltd. (retailer), P.O. Box 3171, Johannesburg. WTD 8/3/66.

208 Beverage industries

SOUTH AFRICA—High grade malting barley and/or brewers malt for use in the production of beer, 20,000 quarters required. Trade Opportunities Staff, Box T.O. 4, BDSA-625, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20018.

209 Food preparations

BELGIUM—Vegetable albumin to be used in food industry, especially in meat products. Karel Van Reusel, S.E.F.I., Supplies to the European Food Industry (importer, wholesaler), 11 Herentalsesteenweg, Geel. WTD 7/20/66.

FRANCE—Vegetable tallows; fish oils; animal fats. Direct purchase and agency. Ch. Daudruy Van Cauwenberghe & Fils (importer, manufacturer, wholesaler, retailer), 16 Rue des Poilus, Dunkerque (59). WTD 11/22/65.

GERMANY—Soybean meal. Seekamp & Tewes (importer, wholesaler), 24 Altenwall (P.O. Box 618), 28 Bremen. WTD 6/24/64 being revised.

220 Textile mill products

AUSTRIA—Textiles of various types for men's and boys' garment factory, as well as for sale through department stores and retail chain. Requests replies in German. "Goec" Grosseinkaufsgesellschaft oesterr. Consumvereine, Ges.m.b.H. (importer, wholesaler), Postfach 90, A-1131 Vienna. WTD 8/4/66.

Lining materials, materials for bed cloths and quilts, printed apron materials. Requests replies in German. Pauer & Gahler (importer, wholesaler), Boersegasse 9, A-1010 Vienna. WTD 8/4/66.

221 Broad woven fabric mills, cotton

KENYA—Cotton drapery materials, furnishings. Mrs. Petal Young, "Flair" (interior decorating consultant), P.O. Box 2036, Nairobi. WTD 8/12/66.

MALAWI—Cotton textiles in bright designs for low-priced clothing; c.i.f. price Beira in £ sterling; samples requested. Direct purchase and agency. Messrs. Brymson's (importer, wholesaler, retailer), Managing Director Ibrahim Bheda, P.O. Box 90, Lilongwe. WTD 7/8/66.

Cotton textiles in bright designs for low-priced clothing; c.i.f. prices Beira port in £ sterling; samples requested. Messrs. D. H. Gelu Ltd. (importer, wholesaler, retailer), P.O. Box 22, Lilongwe. WTD 7/12/66.

Cotton textiles, durable, inexpensive, in bright designs for low-priced clothing. Quote c.i.f. prices Beira port in £ Sterling; samples requested. Messrs. Mzimba Commercial Agencies (Limbe) Ltd. (importer, wholesaler. retailer), Churchill Rd., P.O. Box 5, Limbe. WTD 7/22/66.

Cotton textiles for clothing. household linen, drapery; bright new designs for African trade; requests samples; quote c.i.f. Beira port, in £ sterling. Direct purchase and agency. Messrs. Lalji Kurji Ltd. (manufacturers' representative, importer, wholesaler). Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 7/11/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

222 Broad woven fabric mills, manmade fiber, silk

GREECE—Nylon netting; c.i.f. Piraeus price quotations. Direct purchase and agency. Leonidas Kontogiannis (sales agent), 68 Eolou St., Athens 122. WTD 10/14/64 under revision.

KENYA—Manmade fiber drapery materials, furnishings. Mrs. Petal Young, "Flair" (interior decorating consultant), P.O. Box 2036, Nairobi. WTD 8/12/66.

MALAWI—Woolen, manmade fibers and mixed textiles for suitings; medium and light weights in conservative, modern shades; cheaper and better qualities; c.i.f. prices Beira port: £ sterling; samples requested. Direct purchase and agency. Messrs. Brymson's (importer, wholesaler, retailer), Managing Director Ibrahim Bheda, P.O. Box 90, Lilongwe. WTD 7/8/66.

Woolen, manmade fiber textiles for suitings; medium and light weights in conservative and modern shades; cheap and better qualities; c.i.f. prices in £ sterling Beira port; samples requested. Messrs. D. H. Gelu Ltd. (importer, wholesaler, retailer), P.O. Box 22, Lilongwe. WTD 7/12/66.

Manmade fibers, silk, related textiles for clothing, household linen and drapery; conservative and bright lines; c.i.f. Beira in £ sterling; samples requested. Direct purchase and exclusive agency. Messrs. Lalji Kurji Ltd. (manufacturers' representative, importer, wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 7/11/66.

Manmade fiber textiles, related materials; for clothing, household linen, drapery; c.i.f. prices £ sterling, Beira port; samples requested. Direct purchase and agency. Messrs. Travel and Agencies (Pvt) Ltd., J. W. Stratton (importer, distributor), P.O. Box 495, Blantyre. (Warehouse is at Bank St./Livingstone Rd., Limbe). WTD 7/25/66.

223 Broad woven fabric mills, wool

AUSTRIA—Wool fabrics, foam rubber-laminated textile materials for outer garments. Direct purchase and agency. Requests replies in German. Karl List & Co., K.G. (importer, wholesaler, manufacturers' representative), Neutorgasse 12, A-1010 Vienna. WTD 8/8/66.

224 Narrow fabrics, other smallwares mills

BELGIUM—Gift wrapping ribbons and strings. Ets. Ch. Sampers & Co. (importer, exporter, wholesaler, manufacturer), 199 Mechelsesteenweg, Kontich. WTD 7/12/66.

225 Knitting mills

AUSTRIA—Knitted underwear, outerwear for men, women, children. Direct purchase and agency. Requests replies in German. J. & W. Ladstaetter (importer, wholesaler, manufacturers' representative). Gumpendorferstrasse 72, A-1061 Vienna. WTD 8/8/66.

● **IRAQ**—Mosquito nets, khaki color, 5'8½" x 5'6". Tender No. REQ/708/789, bid deadline Oct. 11. Directorate of Contracts & Purchases, Ministry of Defence, Baghdad.★ (Telephone: 202-WO 7-5238).

227 Floor covering mills

AUSTRIA—Broadloom carpeting. Direct purchase and agency. Grosshandelshaus Haase (importer, wholesaler, manufacturers' agent), Karlauer Strasse 43-45, A-8020 Graz, Vienna. WTD 8/8/66.

229 Textile goods

KENYA—Curtain fabrics, all kinds. Mrs. Petal Young. "Flair" (interior decorating consultant), P.O. Box 2036, Nairobi. WTD 8/12/66.

MALAWI—Cotton towels, linen, drapery; bright designs for low-income trade; inexpensive, durable lines; c.i.f. prices Beira port in £ sterling; samples requested. Messrs. D. H. Gelu Ltd. (importer, wholesaler. retailer), P.O. Box 22, Lilongwe. WTD 7/12/66.

Cotton towels, linen, and drapery; bright designs for low-income groups; cheap, durable lines required; c.i.f. Beira port. in £ sterling; samples requested. Messrs. Mzimba Commer-

cial Agencies (Limbe) Ltd. (importer, wholesaler, retailer), Churchill Rd., P.O. Box 5, Limbe. WTD 7/22/66.

Cotton towels, linen, household drapery; bright designs; better and cheaper qualities; c.i.f. prices Beira in £ sterling; samples or full descriptive catalogs requested. Direct purchase and agency. Messrs. Brymson's, Managing Director Ibrahim Bheda (importer, wholesaler, retailer), P.O. Box 90, Lilongwe. WTD 7/8/66.

NETHERLANDS—All kinds of artificial leather (PVC) for the footwear and leather industries. Direct purchase and exclusive agency. P. Bolsius Import-Leder-Export N.V. (importer, exporter, wholesaler, agent, commission merchant), 1 Torenstraat and/or P.O. Box 22, Drunen. WTD 7/18/66.

230 Apparel

AUSTRIA—Garments of all kinds, including foundation garments and night wear. Direct purchase and agency. Request replies in German. J. & W. Ladstaetter (importer, wholesaler, manufacturers' representative), Gumpendorferstrasse 72, A-1061 Vienna. WTD 8/8/66.

All kinds of sportswear and underwear for sale through department stores and retail chain. Requests replies in German. "Goec" Grosseinkaufsgesellschaft oesterr. Consumvereine, Ges.m.b.H. (importer, wholesaler), Postfach 90. A-1131 Vienna. WTD 8/4/66.

231 Men's, youths', boys' suits, coats, overcoats

MALAWI—Lower-priced suits, jackets, pants, in conservative and/or modern patterns, medium and light weight; sports styles and formal. Quote c.i.f. prices Beira port in £ sterling; samples or color catalog requested. Messrs. D. H. Gelu Ltd. (importer, wholesaler, retailer), P.O. Box 22, Lilongwe. WTD 7/12/66.

Low-priced durable suits, jackets, slacks in conservative and/or modern patterns; middle and light weights; c.i.f. prices Beira port in £ sterling; samples and color catalogs requested. Direct purchase and agency. Messrs. Mzimba Commercial Agencies (Limbe) Ltd. (importer, wholesaler, retailer), Churchill Rd., P.O. Box 5, Limbe. WTD 7/22/66.

Lower-priced suits, pants, jackets, informal and sports styles; medium, light-weights; conservative, modern styles; patterns, c.i.f. prices Beira in £ sterling, samples and/or full catalog requested. Direct purchase and agency. Messrs. Brymson's (importer, wholesaler), Managing Director Ibrahim Bheda, P.O. Box 90, Lilongwe. WTD 7/8/66.

232 Men's, youths', boys' furnishings

MALAWI—Mens' clothing, ready-made suits, pants, jeans, shirts, sportswear, rainwear, underwear; samples, catalogs, complete ranges requested. Quote c.i.f. Beira port, in £ sterling. Direct purchase and agency. Messrs. Lalji Kurji Ltd. (manufacturers' representative, importer, wholesaler). Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 7/11/66.

Inexpensive, durable clothing for men and boys: shirts, jeans, T-shirts sportswear, underwear, shorts; lighter-weight, bright patterns, modern styles. Quote c.i.f. prices Beira port in £ sterling; samples or color catalogs requested. Messrs. Mzimba Commercial Agencies (Limbe) Ltd. (importer, wholesaler, retailer), Churchill Rd., P.O. Box 5, Limbe. WTD 7/22/66.

Inexpensive, durable clothing for men and boys: shirts, jeans, T-shirts, sportswear, underwear, sweaters, short pants etc.; lighter-weight, bright patterns, modern styles. Quote c.i.f. prices Beira port, in £ sterling; samples and catalog requested. Messrs. D. H. Gelu Ltd. (importer, wholesaler, retailer), P.O. Box 22, Lilongwe. WTD 7/12/66.

Lower-priced, durable clothing for men and boys: shirts, jeans, T-shirts, sweaters, sportswear, short pants; light weights in bright colors, modern styles. Quote c.i.f. Beira port in £ sterling; samples, catalogs requested. Direct purchase and agency. Messrs. Brymson's (importer, wholesaler, retailer), Managing Director Ibrahim Bheda, P.O. Box 90. Lilongwe. WTD 7/8/66.

233 Women's, misses', juniors' outerwear

MALAWI—Women's cotton dresses, children's wear, sportswear; bright designs preferred; cheaper lines. Quote c.i.f. Beira in £ sterling; samples or color catalog requested. Direct purchase and agency. Messrs. Lalji Kurji Ltd. (importer, manufacturers' representative, wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 7/11/66.

SWITZERLAND—Medium, better-quality women's outerwear, including coats, blouses, dresses. W. Pauly & Sohn (importer), Haldenstrasse 19, 8942 Oberrieden ZH. WTD 7/1/66.

236 Girls', children's, infants' outerwear

MALAWI—Durable, colorful clothing for children: dresses, blouses, T-shirts, short pants, jeans, bib-overalls, etc.; c.i.f. prices in £ sterling; Beira port; samples or full color catalog requested. Messrs. D. H. Gelu Ltd. (importer, wholesaler, retailer), P.O. Box 22, Lilongwe. WTD 7/12/66.

Children's clothing in durable, colorful fabrics: short pants, T-shirts, dresses, slacks, babyknitwear; c.i.f. prices in £ sterling Beira port; samples or full color catalogs requested. Messrs. Mzimba Commercial Agencies (Limbe) Ltd. (importer, wholesaler, retailer), Churchill Rd., P.O. Box 5, Limbe. WTD 7/22/66.

238 Apparel, accessories

DENMARK—Men's leather belts in keeping with fashion; men's modern belts made from flax, other textile materials. Direct purchase and agency. Knud Kristoffersen & Co. (wholesaler), 129 Godthabsvej, Copenhagen F. WTD 6/16/66.

239 Fabricated textile products

● **IRAN**—Canvas fabric, olive color; 16,770 yards; width 180 to 182 cm. Tender No. 8, bid deadline Nov. 1. The Ordnance Department of the Imperial Iranian Army, Jadeh Nezami (Abbas-Abad) Tehran.★ (Telephone: 202-WO 7-5238).

242 Sawmills, planing mills

DENMARK—Sawn pine: pitch pine, Douglas fir, redwood, etc. Direct purchase and agency. Dalhoff Larsen & Horneman (importer, exporter, wholesaler, agent, manufacturer), 4, Landgreven, Copenhagen K. WTD 7/11/66.

GERMANY—Cut lumber of yellow pine, pitch pine, Douglas fir, hemlock, red cedar, redwood, plywood. Requests price quotations f.o.b. U.S. ports, c. & f. Rotterdam, or c. & f. Bremen. Requests replies in German. W. Bruegmann & Sohn GmbH (importer, exporter, wholesaler, manufacturer), Postfach 728 or 6 Elisabethstrasse, 46 Dortmund. WTD 7/29/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

DENMARK—All sorts of plywood. Direct purchase and agency. Dalhoff Larsen & Horneman (importer, exporter, wholesaler, agent, manufacturer), 4, Landgreven, Copenhagen K. WTD 7/11/66.

FRANCE—Commercial veneer, face or technical. Societe des Produits Forestiers (manufacturer), 67 rue de la Republique, Montreuil-sous-Bois (93). WTD 8/16/65.

MALAWI—Plywood for building trade in tropical climate, quote range available, c.i.f. price Beira, in £ sterling, samples where possible. Direct purchase and agency. Messrs. J. S. Kanabar Limited (importer, dealer), Victoria Ave., P.O. Box 10, Blantyre. WTD 7/12/66.

251 Household furniture

FRANCE—Metal beds, including folding and cabinet beds; wood beds, including folding and cabinet beds; studio couches; sofa beds; chair beds; (regardless of the material used in the frame). Direct purchase and agency. Ste Industrielle de Mecanique d'Ameublement "S.I.M.A." (manufacturer, importer, dealer), 14—Pont d'Ouilly. WTD 7/21/65.

261 Pulp mills

KOREA—Wood pulp for paper industry. Direct purchase and agency. Bom Jin Enterprise Co., Ltd. (offer agents), I.P.O. Box 2272, Seoul. WTD under preparation.

262 Paper mills

● **CEYLON**—38,000 reams of white printing paper, 30″ x 40″ (500 sheets per ream). Tender No. 261, bid deadline Oct. 15. Government Stores Dept., Colombo.★ (Telephone: 202-WO 7-3003).

FRANCE—Machine coated paper from 64 to 112 grams to the square meter, dry finish magazine paper from 56 to 64 grams to the square meter. Le Nappage Moderne (manufacturer, dealer), 199, 201, Avenue Becquart, Lambersart (59). WTD 10/19/65.

PAKISTAN—Kraft paper 29″ x 44″ grs 40; 36″ x 34″ grs 44; tissue paper white and colors 20″ x 30″ 18/19 grs. Industrial Exporters of Pakistan (manufacturer), Abbot Rd., Sialkot 1, West. WTD 7/26/66.

264 Converted paper, paperboard products

KENYA—Wallpaper of all qualities. Mrs. Petal Young. "Flair" (interior decorating consultant), P.O. Box 2036, Nairobi. WTD 8/12/66.

VIET-NAM—4.5 million sheets watermarked paper (each order: 600,000 sheets) with following specifications: sizes 670 m/m x 1,000 m/m; each sheet able to print 50 lottery tickets (10 longwise, 5 largewise); paper bearing filigree of which drawing will be given later. Request full details, c.i.f. price Saigon in U.S. dollars, sample. Ministere des Finances (government agency), 138 Hong Thap Tu, Saigon, Viet-Nam.

272 Periodicals

GERMANY—Second hand science periodicals, runs, sets, vols.; f.o.b. Dr. Martin Saendig OHG (printer, importer, exporter, retailer), 62 Wiesbaden, Gustav-Freytag-Strasse 5. WTD 4/12/65.

281 Industrial chemicals

BRAZIL—Industrial organic and inorganic chemicals in bulk, not compounds. MacShay Importadora Ltda. (wholesaler), Praca Pio X, N° 98, 9° andar, Rio de Janeiro ZC-00, Estado da Guanabara. WTD 8/3/66.

282 Synthetic materials

AUSTRIA—Polyethylene, PVC, other thermoplastic materials; synthetic rubber compounds, also suitable for molding shoe soles. Direct purchase and agency. Rudolf W. Klein (importer, wholesaler, distributor, agent), Baumannstrasse 6/9, A-1030 Vienna. WTD 8/10/66.

GERMANY—Heat resistant insulation material made of synthetic resins (in bulk). Chemiegesellschaft Gundershausen mbH (manufacturer), 6101 Gundershausen bei Darmstadt. WTD 12/9/65.

283 Drugs

FRANCE—Newest lines of pharmaceutical products (pills, tablets, powders) not available on the French market; to be shipped by bulk. Direct purchase and agency. Laboratoires Chatelain (manufacturer), 7 & 9 Rue Julien—Galle, Colombes (92). WTD 9/29/65.

286 Gum, wood chemicals

FRANCE—Paper-mill turpentine; paper-mill residuals, related gum, wood chemicals. Les Derives Resiniques & Terpeniques (producer, wholesaler), Rue Gambetta, 40-Dax, Landes. WTD 6/29/65.

289 Chemical products

● **BURMA**—Case hardening compound Kisenit No. 1, 200 lb.; Kisenit No. 2, 300 lb.; Kisenit No. 3, 600 lb.; four tons Crulin oil compound for core making and moulding; 2,000 gal. oil turpentine packed in 4 gal. steel drums; 400 gal. Walterisation compound; 1,000 gal. wood preservative. Tender No. 5(T)/MPC-BR/65-66, bid deadline Sept. 29. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-3512).

291 Petroleum refining

PAKISTAN—Benzene and pinene for use in manufacturing insecticides, pesticides. Insecticides (Pakistan) Ltd. (manufacturer), 6 Egerton Rd., Lahore, West. WTD 8/15/66.

299 Products of petroleum, coal

NEW ZEALAND—Multigrade automotive oils. Direct purchase and agency. V. R. Petersen, Managing Director, President Holdings Ltd. (wholesaler), P.O. Box 8818, Symonds St., Auckland. WTD 8/9/66.

301 Tires, tubes

● **CEYLON**—Tires, tubes and flaps for commercial vehicles. Tender reference US/COM/29/260, bid deadline Oct. 5. The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5. Prospective suppliers may obtain forms from the U.S. Embassy, Galle Rd., Colombo 3.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

● **INDIA**—Peizometer tubing, 100,000 ft. Tender No. P/222/52/084/5-7-66, bid deadline Sept. 29. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi.★ (Telephone: 202-WO 7-3381).

311 Leather tanning, finishing

ITALY—Leather scraps and waste. Renato Bruno Maviglia (importer, wholesaler), Via Emilia 15, Avezzano (L'Aquila). WTD 8/9/66.

NETHERLANDS—All kinds of upper leather for the footwear and leather industries. Direct purchase and exclusive agency. P. Bolsius Import-Leder-Export N.V. (importer, exporter, agent, commission merchant), 1 Torenstraat and/or P.O. Box 22, Drunen. WTD 7/18/66.

NEW ZEALAND—Pig skin suede for shoe and handbag trade; men's weight calf for shoe trade. E. B. McCrea Ltd. (manufacturers' representative), P.O. Box 302, Wellington. Attn: Mr. E. W. Power, Managing Director. WTD 7/28/66.

315 Leather gloves, mittens

NETHERLANDS—Luxury leather products including gloves, mittens. Direct purchase and exclusive agency. Arnold Verwiel N.V. (importer, wholesaler, agent, commission merchant), 193 b Grotestraat, Waalwijk, Waalwijk. WTD 7/18/66.

317 Handbags, personal leather goods

NETHERLANDS—Fancy leather products including handbags, personal goods. Direct purchase and exclusive agency. Arnold Verwiel N.V. (importer, wholesaler, agent, commission merchant), 193 b Grotestraat, Waalwijk. WTD 7/18/66.

322 Glass, glassware

● **CEYLON**—New, empty, clear glass jars of 1-lb. capacity, suitable for packing jams and jellies; for the Marketing Dept., Colombo. Quantity, 2 million. Bid deadline Oct. 10. Copies of tender No. 262 and specifications available from Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

FRANCE—Glass electrical insulators. Direct purchase and agency. Cie Francaise des Isolants, Anc. Ets. Josse et Fils (manufacturer, dealer), 1 Rue du Bois de Tillet, Crepy-en-Valois (60). WTD 4/22/65.

SPAIN—Glass tableware, drinking glasses, kitchenware. Levilla, S.A. (importer, wholesaler), Dr. Juan Padilla 37, Las Palmas de Gran Canaria. WTD 8/12/66.

326 Pottery, related products

FRANCE—Porcelain electrical insulators. Direct purchase and agency. Cie Francaise, des Isolants, Anc. Ets. Josse et Fils (manufacturer, dealer), 1 Rue du Bois de Tillet, Crepy-en-Valois (60). WTD 4/22/65.

KENYA—Lamp bases of all kinds. Mrs. Petal Young, "Flair" (interior decorating consultant), P.O. Box 2036, Nairobi. WTD 8/12/66.

SPAIN—China; earthenware, table, kitchen articles. Levilla, S.A. (importer, wholesaler), Dr. Juan Padilla 37, Las Palmas de Gran Canaria. WTD 8/12/66.

329 Abrasive, asbestos, non-metallic mineral products

PAKISTAN—Grinding wheels, stone; emery powder, emery salts, lustre; polishing compositions for cleaning and polishing stainless steel surgical instruments. Industrial Exporters of Pakistan (manufacturer), Abbott Rd., Sialkot 1, West. WTD 7/26/66.

331 Steel mill products

● **BURMA**—Expanded metal reinforcement for brickwork, dipped one coat bituminous paint, totaling 28,000 rolls in 4 size ranges. Tender No. 107/T/CONST/PWC/66-67; bid deadline Sept. 24. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2363).

● **CEYLON**—Approximately 40 tons of steel sheets suitable for the manufacture of screw nuts and pins, butt hinges, hinge straps, staples and plane iron caps. Tender No. 264; bid deadline Sept. 22. Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008.

GERMANY—Stainless steel sheets, resistant to acid and corrosion; dynamo steel sheets. Direct purchase and agency. Weser Stahl Handelsges m.b.H. (importer, wholesaler), 11-11a Bremer Heerstrasse (P.O. Box 240), 282 Bremen-Lesum. WTD 4/25/66.

● **IRAN**—150 tons of hoop iron 25 x 2 mm. for the manufacture of "S" iron used on wooden sleepers. Tender No. 45/435 & 383; bid deadline Nov. 20. Iranian State Railways, Teheran.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—Track material, including 14,000 tons of rails; 55,000 fishplates; 145,000 fishbolts; 500,000 washers; 1 million rail clips; 1.6 million screwpikes. Tender No. S.66/38; bid deadline Sept. 28. Comptroller of Stores, New Zealand Government Railways, Private Bag, Wellington.

NICARAGUA—Tin plate for milk bottle caps, etc. Direct purchase and agency. Veltman Operaciones (Nicaragua), S.A. (commission agent), Apartado Postal 2843, Managua. WTD in preparation.

PAKISTAN—Stainless steel sheet and bars AISI 410, carbon 10 to 18% and chrome 15%, AISI 420, carbon 15 to 40%, chrome 15% AISI 304 carbon 18, chrome, 8, with finish BB size 8' x 3', 8' x 4', gauge 16 to 24 swg, for use in manufacture of stainless steel surgical instruments. Industrial Exporters of Pakistan (importer, distributor), Abbott Rd., Sialkot 1, West. WTD 7/26/66.

● **SUDAN**—2,000 carriage and wagon roller bearing axles. Tender No. 3550; bid deadline Oct. 15. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

● Flexible steel crane wire ropes, 80/90 tons per sq. in., to B.S. 302; circumference ranges from 1.125" to 6"; lengths required are 720 ft. and 1440 ft. Tender No. 3563; bid deadline Oct. 4. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

● **THAILAND**—Wire rope and fittings: Includes 1,780 reels of wire rope (32 items 192 ft. to 1,350 ft. long), size range 5/16" to 1½" dia. Tender No. MK-2-3, bid deadline Sept. 28. The Royal Irrigation Dept., Samsen Rd., Bangkok. One only copy of the tender documents may be examined in Rm. 4224, Iron and Steel Division, U.S. Department of Commerce, Washington, D.C.

333 Primary smelting, refining of nonferrous metals

AUSTRALIA—Nonferrous metals ingots. Berjak (Australia) Pty. Ltd. (importer, wholesaler), 792 Elizabeth St., Melbourne, C.1, Victoria. WTD 4/9/63 being revised.

● **INDIA**—2,100 Kgs. tin ingots 99.75% Sn (according to IS-26/1956 with Amendment No.

1 of July 1964.) Tender No. P/510/25/005, bid deadline 10 a.m. (IST) Oct. 12. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available for $1 (in advance) from India Supply Mission (Ref. No. D/ENQ/2087), 2536 Massachusetts Ave., NW., Washington, D.C. 20008.

● 150 metric tons of 99.8% purity pig lead (to IS-27/1956). Tender No. P/202/25/108, bid deadline 10 a.m. (IST), Oct. 14. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi, India. Tender documents available upon payment of $1 in advance from India Supply Mission (Ref. No. D/ENQ/2100), 2536 Massachusetts Ave. N.W., Washington, D.C. 20008.

335 Rolling, drawing, extruding of nonferrous metals

FRANCE—Winding wires for electrical use. Direct purchase and agency. Compagnie Francaise des Isolants, Anc. Ets. Josse et Fils (manufacturer, dealer), 1 Rue du Bois de Tillet, Crepy-en-Valois (60). WTD 4/22/65.

342 Cutlery, hand tools, general hardware

FRANCE—Hand tools for repair shops. Direct purchase and agency. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris, X. WTD 7/28/65.

All types of hand tools for maintenance of equipment in the factory. Direct purchase and agency. Looten & Fils (wholesaler), Place J. d'Arc, Dunkerque (59). WTD 11/12/65.

KENYA—All types of fancy hardware fittings such as ornamental handles, door knobs, towel racks, etc. Mrs. Petal Young, "Flair" (interior decorating consultant), P.O. Box 2036, Nairobi. WTD 8/12/66.

MALAWI—Wholesale lines of tools, appliances, cutlery, crockery, hardware; quote c.i.f. Beira port, in £ sterling, cheaper lines preferred, samples requested. Direct purchase and exclusive agency. Messrs. Lalji Kurji Ltd. (manufacturers' representative, importer, wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 7/11/66.

Hand and automotive tools for household and small industry use; complete lines of durable, simple tools. Quote c.i.f. price Beira port in £ sterling, complete catalogs requested. Direct purchase and agency. Messrs. J. S. Kanabar Ltd. (importer, dealer), Victoria Ave., P.O. Box 10, Blantyre. WTD 7/12/66.

General lines of inexpensive durable domestic hardware, tools, crockery, cutlery, enamelware; quote c.i.f. prices Beira port in £ sterling, samples or full catalogs requested. Messrs. Mzimba Commercial Agencies (Limbe) Ltd. (importer, wholesaler, retailer), Churchill Rd., P.O. Box 5, Limbe. WTD 7/22/66.

PAKISTAN—Hand tools, hacksaw blades 12" x ½"; scalpel blades with handles; for use in manufacture of stainless steel surgical instruments. Industrial Exporters of Pakistan (manufacturer), Abbott Rd., Sialkot 1, West. WTD 7/26/66.

343 Heating apparatus, plumbing fixtures

MALAWI—Plumbing fixtures, fuel stoves, paraffin stoves and lamps, cooling and heating appliances for household use; quote c.i.f. prices Beira port in £ sterling, full descriptive illustrated catalogs requested. Direct purchase and agency. Messrs. J. S. Kanabar Ltd. (importer, dealer), Victoria Ave., P.O. Box 10, Blantyre. WTD 7/12/66.

345 Screw machine products

● **BURMA**—Supply of various sizes of stays, catches, pivots and hooks. Tender No. 110/T/CONST/PWC/66-67, bid deadline Sept. 30. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of large quantities of various sizes of brass wood screws. Tender No. 112/T/CONST/PWC/66-67, bid deadline Sept. 30. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of large quantities of pins and tacks. Tender No. 111/T/CONST/PWC/66-67, bid deadline Sept. 30. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of various sizes and quantities of M.S., hexagonal nuts. Tender No. 108/T/CONST/PWC/66-67, bid deadline Sept. 24. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Supply of various types and quantities of washers. Tender No. 109/T/CONST/PWC/66-67, bid deadline Sept. 24. Director of Engineers, Public Works Corp., Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

PAKISTAN—Machine screws for use in stainless steel surgical instruments manufacture. Industrial Exporters of Pakistan (manufacturer), Abbott Rd., Sialkot 1, West. WTD 7/26/66.

346 Metal stampings

● **CEYLON**—Caps for standard 1-lb. jam jars, 68 m.m., made of aluminum. Inside to be lacquered with acid resistant lacquer and lined with nontoxic heat resistant rubber compound. Quantity, 2 million; for the Marketing Dept., Colombo. Bid deadline Oct. 10. Specifications and tender No. 263 may be obtained from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C. 20008.

349 Fabricated metal products

BELGIUM—Separate pieces used in manufacturing of outdoor games and playground equipment such as assembly ends, steps, alloy bearings, swing seats, S hooks, others. Christiaensen & Co. n.v. (manufacturer, wholesaler, retailer, importer), 19 Vleminckveld, Antwerp. WTD 7/20/66.

351 Engines, turbines

BRAZIL—Diesel engines for marine use. Direct purchase and agency. Sulcar S.A. Importacao (agent, representative), Rua Visconde de Inhauma 134, 4° andar, salas 425/426, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 8/18/66.

352 Farm machinery

SPAIN—Full line of agricultural machinery; for use in very irregular and relatively rugged terrain. Cuevas y Compania, S.L. (importer, wholesaler), Avenida de Pontevedra 17, Orense. WTD 8/12/66.

353 Construction, mining, materials handling machinery

BRAZIL—Oil field pumping and drilling equipment; construction machinery; earthmoving machinery; roadbuilding and maintenance machinery; off-highway tractors. Direct purchase and agency. Sulcar S.A. Importacao e Exportacao (agent, representative), Rua Visconde de Inhauma 134, 4° andar, salas 435/436, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 8/18/66.

FRANCE—Hoisting and handling equipment. Direct purchase and agency. L. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris, X. WTD 7/28/65.

● **INDIA**—Two tractor compactors, 2 vibratory rollers, 10 pneumatic rammers. Tender Nos. respectively EQ-1.66, EQ-2.66 and EQ-3.66; bid deadline Sept. 26. Superintending Engineer, Central Equipment & Stores Procurement, Orgn., Irrigation Dept., Uttar Pradesh, Lucknow. Tender papers may be inspected at India Supply Mission, 2536 Massachusetts Ave. NW., Washington, D.C. Tender fee each $3 payable in advance.

● **KUWAIT**—Supply and installation of gantry cranes at the Kuwait Port Main Wharf Eastern Extension. Tender No. QS/T-65/97. bid deadline Oct. 29. Central Tenders Board, State of Kuwait. Additional information, and/or tender documents costing $56 available from above.

Water, oil well portable rotary, reverse rotary drilling rigs. Direct purchase and agency. Boodai Trading Co. (importer, retailer, commission agent). P.O. Box 1287, Kuwait, State of Kuwait. WTD 11/30/65.

● **SUDAN**—Supply of one, 5-ton capacity, electric, overhead traveling crane. Tender No. 3570, bid deadline Oct. 17. Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5589).

● **TURKEY**—One mobile mounted power crane, 3-ton lift capacity; one mobile mounted power crane, 20-ton lift capacity. Tender No. 966/3051, bid deadline Sept. 20. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Instanbul.★ (Telephone: 202-WO 7-5566).

354 Metalworking machinery

DOMINICAN REPUBLIC—Machinery for manufacture of metal overhead service doors, folding doors, kitchen cabinets. Vidrios y Aluminio, C. por A. (importer, wholesaler, retailer, manufacturer), Calle Jose de Jesus Ravelo No. 65, Santo Domingo, Dominican Republic. WTD 6/2/66.

FRANCE—Power tools for repair shops. Direct purchase and agency. Prud'Homme & Fils (importer), 6 Rue Dieu, Paris, X. WTD 7/28/65.

Power driven hand tools for maintenance of equipment in factory. Direct purchase and agency. Looten & Fils (wholesaler), Place J. d'Arc, Dunkerque (59). WTD 11/12/65.

GREECE—Machine for production of metal (wire) garment hangers. Requests full details, delivery time, payment terms, quotations c.i.f., f.o.b., specifications, catalogues. Spiros M. Gerakis (importer, wholesaler), Vathis Square. Athens 108. WTD 4/27/65.

NETHERLANDS—Tools for manufacture of electronic organs. N. V. Eminent (manufacturer, importer), 33 Wilhelminastraat, Bodegraven. WTD 8/2/66.

PAKISTAN—Files, flat, round, bastard 4" to 12"; twist drills 1/64" to 1" for use in stainless steel surgical goods manufacture. Industrial Exporters of Pakistan (manufacturer), Abbott Rd., Sialkot 1, West. WTD 7/26/66.

VENEZUELA—Machine tools, metal cutting types. Distribution for all of Venezuela. Requests replies in Spanish. Importadora Vene-

zolana de Maquinarias Industriales C.A. (importer, distributor, sales agent), Apartado 12481 Caracas, Avenida Principal San Agustin del Sur No. 29 (Leonardo Ruiz Pineda). WTD 7/26/66.

355 Special industry machinery

AUSTRALIA—Lapidary equipment. Direct purchase and agency. Diamond & Boart Products (Australia) Pty. Ltd. (manufacturers), 97 Old Pittwater Rd., Brookvale, Sydney, N.S.W. WTD 8/10/66.

AUSTRIA—Complete production equipment for the manufacture of pressed glass articles such as plates, bowls, ashtrays, including glass coloring, production control, and packaging equipment; complete production equipment for the manufacture of stem glassware. Complete production equipment for the manufacture of glass for lighting fixtures, particularly opal glass globes. Control and sorting equipment for container glass of various types and sizes, including automatic packaging. Equipment for mechanical washing of crystal and other glass after finishing. Requests replies in German. Handels-Union Josef Resch (importer, wholesaler, manufacturers' agent), Bahnhofstrasse 10, A-6901 Bregenz. WTD 7/26/66.

● **CEYLON**—Supply, delivery, and installation of a complete, continuous working steam still to deal with 1,500 gallons per hour of toddy, containing 6 to 8% of alcohol by volume; or, 1,500 gallons per hour of molasses wash; capable of producing either 30 O.P. or 68 O.P. (96% strength by volume) spirit as desired. Tender No. 259, bid deadline Nov. 5. Chairman, Tender Board, Ministry of Home Affairs, Torrington Square, Colombo 7.★ (Telephone: 202-WO 7-5589).

DENMARK—Meat-packing machinery, accessories; general machinery, equipment for slaughterhouses. Direct purchase and agency. Palle Adamsen (importer, wholesaler, exporter), 55B, Hoerhavevej, Hojbjerg, Arhus. WTD 7/7/66.

GERMANY—Cold curing material and equipment. Requests replies in German. Ing. Heinrich Goetz (tire reconditioner), 6129 Sandbach/Odenwald, Am Rangenberg 21. WTD 8/15/66.

IRAQ—Machinery to manufacture round waterproof watch glasses. Hai. Abdul Razzak Sadek & Sons (importer, wholesaler, retailer), Ras Al-Qaryah, Rashid St., Baghdad. WTD 6/17/66.

ITALY—Cordage machinery (forming, twisting and laying) for sisal, manila, artificial fiber ropes; production capacity from 1 to 2 metric tons per day; also laying machinery for ropes with steel core. Francesco Pomilia (importer, manufacturers' agent), Piazza Regina 2, Mazara del Vallo (Trapani), Sicily. WTD 9/28/65.

URUGUAY—Flour mill, complete, 10 ton/day capacity. Agrofor Ltda. (manufacturer), Calle Rocha 2288, Montevideo. WTD 7/27/66.

● Supply of a complete alcohol prefermentation plant. Tender No. 5.810, bid deadline Oct. 7. Only firms or individuals established in Uruguay may participate in the bidding. Administracion Nacional de Combustibles, Alcohol & Portland, Seccion Licitaciones. Paysandu & Av. Agraciada, Montevideo. Specifications available in Spanish only.★ (Telephone: 202-WO 7-5589).

YUGOSLAVIA—Fruit processing plants—complete processing and packaging equipment for jams, compotes and fresh fruit cans; (capacity of cans 0.5=5 kg.). Requests price lists, technical know-how and descriptive brochure. Agrotehnika (exporter-importer), Titova 38, Ljubljana. WTD in preparation.

356 General industrial machinery

BRAZIL—Air compressors for general industrial use. Direct purchase and agency. Sulcar S.A. Importacao e Exportacao (agent, representative), Rua Visconde de Inhauma 134, 4° andar, salas 425/426, Rio de Janeiro ZC-05, Estado da Guanabara. WTD. 8/18/66.

FRANCE—Stapling machines for packaging. Direct purchase and agency. Agrafvit S.A. (manufacturer, wholesaler, importer), 31 Rue Poulin, Montreuil (93). WTD 5/25/65.

GERMANY—Exhaust systems for household kitchens. Wilhelm Kober & Co. (manufacturer), 76 Homburgerstrasse, 6368 Bad Vilbel. WTD. 8/4/66.

Airless paint spraying equipment for automobiles; price quotations f.o.b. factory. Direct purchase and agency. Philipp Gather KG (importer, wholesaler, sales agent), Postfach, 402 Mettmann-Metzkausen. WTD 8/18/66.

PAKISTAN—Ball bearings 1″ to 4″; rubber belting 1½″ to 4″ for use in surgical instruments manufacture. Industrial Exporters of Pakistan (manufacturer), Abbott Rd., Sialkot 1, West. WTD 7/26/66.

● **SUDAN**—Supply of 14 vertical line water turbine pumping units; each pump to have a capacity of 5.000 gallons per hour and a total manometric head of 177 ft. Bid deadline Sept. 15. The Sudan Gezira Board, Supplies Dept., Barakat Headquarters, Khartoum, Sudan.★ (Telephone: 202-WO 7-5589).

358 Service industry machines

ETHIOPIA—Complete air conditioning units for domestic, commercial, industrial use. Requests full details, terms, prices c.i.f. Djibouti. Petram Co. Ltd. (importer, retailer), P.O. Box 707, Addis Ababa. WTD 8/3/66.

JAPAN—Ice-cube making machines of all capacity ranges for commercial use at hotels, restaurants, drive-ins, etc. Square or oblong cubes only. Direct purchase and agency. Matsushita Electric Trading Co., Ltd. (importer, exporter). Kawaramachi Bldg., 71 Kawara-machi 5-chome, Higashi Ku, Osaka. WTD 12/8/65.

MALAWI—Commercial refrigeration equipment for storing and transporting fish from lake to retail stores. Quote c.i.f. prices Beira port in £ sterling; estimate delivery time. Full descriptive literature requested. Messrs. Crisco Agencies Limited (wholesaler, retailer. importer), P.O. Box 167, Kamuzu Highway, Limbe. WTD in preparation.

361 Electric transmission, distribution equipment

FRANCE—High and low-tension electrical fittings and equipment. Requests sales literature in French. Direct purchase and agency. Ets. Camus (importer, dealer), 10 Rue du Marechal Leclerc, Ronchin-Lez-Lille (59). WTD 4/29/65.

Power transmission equipment. Direct purchase and agency. Prud'homme & Fils (importer), 6 Rue Dieu, Paris, X. WTD 7/28/65.

● **GREECE**—Supply of miscellaneous fuse cutouts and fuse links for use on primary distribution system with working voltage of 15 kv. Tender No. DMKD-519. bid deadline not set. Public Power Corp. (DEH). Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241.

● **INDIA**—Supply and erection of lightning arrestors, potential transformers and current transformers for voltages of 33 to 220 kv. Tender no. Proj/TR/C/161, bid deadline Oct. 6. Superintending Engineer (Transmission), Planning and Project, Makarashtra State Electricity Board, Mercantile Bank Bldg., Fort, Bombay 1.

● **IRAQ**—Supply and installation of four 11 kv. municipal switching stations including the supply of materials and construction of substation buildings. Tender No. 18, bid deadline Oct. 4. Directorate General of Projects, Ministry of Municipalities and Works, Baghdad. Copy of specifications available for review only, not for loan, in the Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

362 Electrical industrial apparatus

FRANCE—Electric motors. Direct purchase and agency. Requests replies in French. Ets. Ragonot (manufacturer, wholesaler, importer), 7 a 15, Bld. Gabriel-Peri, Malakoff (92). WTD 5/4/65.

● **LIBYA**—Supply main generators for Sebha electric power station. Tender No. 939, bid deadline Oct. 3. Specifications and proposal forms available for $28 from: Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli, Libya.

PHILIPPINES—Generating sets, diesel and/or gasoline, preferably 1 hp.-50 hp., 60 cycles, 220 v.; some 100 hp. Direct purchase and agency. Aboitiz & Co., Inc.-Marketing Division (importer, wholesaler, retailer, indentor), c/o Mr. Antonio A. Enriquez, Manager, Cebu Operations, 183 Juan Luna St., Cebu City. WTD 7/27/66.

● **U.A.R.**—Supply of miscellaneous electrical train lighting equipment for passenger cars including 160 three-phase alternators, 24/29 v., 100 amp. complete with rectifier, switchgear and regulator, 60 inverter sets to convert 24 v. d.c. to 220 v. a.c. and 2,000 quick start ballasts without starter, complete with condenser, to be used with 20 watt tubes on 220 v. a.c. system. Tender No. 143-2/1068. bid deadline Oct. 31. Egyptian Railways, Mechanical & Electrical Engineering Dept., E.R. Bldg., beside Shubra Bridge, Shubra, Cairo. Copy of tender documents available for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-662. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

363 Household appliances

AUSTRIA—All kinds of household appliances, electrical (220 v., 50 cycles) for sale through department stores and retail chain. Also non-electrical household and kitchen utensils. Requests replies in German. "Goec" Grosseinkaufsgesellschaft oesterr. Consumvereine, Ges. m.b.H. (importer. wholesaler), Postfach 90, A-1131 Vienna. WTD 8/4/66.

ETHIOPIA—Household refrigerators, stoves, waxers, hot water heaters. Requests descriptive catalogs, terms, quotations c.i.f. Djibouti. Petram Co.. Ltd. (importer, retailer), P.O. Box 707, Addis Ababa. WTD 8/3/66.

IRAQ—Washing machines, refrigerators, L.P. gas cooking ranges. other household appliances—220 volts. 50 cycles. Direct purchase and agency. Sindbad Trading Co., W.L.L. (importer, exporter. commission agent), Dukair Bldg., Shorja, Baghdad. WTD 7/16/66.

NETHERLANDS—Parts for household wash-

ing machines and fully automatic washer/wet-dryers, especially electric and electronic parts such as electric motors, V-belts, switches. N. V. Machinefabriek Fred. A. Schuurink & Co. (manufacturer, exporter, wholesaler), 170 Speelhuislaan, Breda. WTD 7/21/66.

364 Electric lighting, wiring equipment

● **AUSTRALIA**—Supply of sealed lamps for TVA system. Requests quotations on quantities of 1,000-2,000; 2,000-5,000; 5,000 or more. Tender No. C.66/96, bid deadline Sept. 27. The Secretary, Central Contract Board, Dept. of Civil Aviation, Sanderson House, 505 Little Collins St., Melbourne.★ (Telephone: 202-WO 7-5345).

FRANCE—Incandescent lamps, other lamps; lighting fixtures; fluorescent tubes. Requests sales literature and replies in French. Direct purchase and agency. Ets. Camus (importer, dealer), 10 Rue du Marechal Leclerc, Ronchin-Lez-Ville (59). WTD 4/29/65.

GERMANY—Light bulbs, fluorescent tubes, all kinds. Direct purchase and agency. Ernst August Ebeling (importer, exporter, wholesaler), 7 Plantage, 28 Bremen. WTD 3/2/66.

● **INDIA**—Supply of 8 sets of 33 kv. station type lightning arrestors, single pole type, complete with insulating bases and one surge counter. Tender No. SE-6/222/36/092/Cell, bid deadline Sept. 20. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Specifications available for 50¢ each from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. (I.S.M. Ref. No. D/ENQ/2076).

365 Radio, television receiving sets

FRANCE—Pocket-type radios; tape recorders; loudspeakers for transistor radios, inexpensive models. Ste Intercontinentale de Recherches Techniques "SIRT" (manufacturer, importer, dealer, agent), 32 bis, Rue Rousselet, Paris, 7. WTD 12/10/65.

GERMANY—Hi-Fi equipment, for home entertainment. B. Schellenberg KG (wholesaler, retailer), 55 Trier, Viehmarktplatz. WTD 8/2/66.

MALAWI—Folk, jazz, classical long-play phonograph records. Quote c.i.f. price Beira or parcel post. Full lists requested. The Buying Center, Ltd., Paul Gatrell Agencies (buyer), P.O. Box 530, Sharrers Rd., Blantyre. WTD 6/30/66.

366 Communication equipment

AUSTRALIA—Ultrasonic, radar burglar, fire detection equipment; 240 v., 50 cycles; for continuous operation under subtropical temperature changes. Security Nightwatch Service (security service), 514 Tarragindi Rd., Moorooka, Brisbane. WTD 6/7/66.

367 Electronic components, accessories

FRANCE—Electronic components: relays, diodes, demodulators, rectifiers, semiconductor devices, etc. Direct purchase and agency. Comerso (manufacturer, importer). 30, Boulevard Bonne-Nouvelle, Paris, 10. WTD 11/5/65.

Audio electronic products. Direct purchase and agency. Hi-Fi (importer, agent), 13 Rue Froissart, Paris, 3eme. WTD 11/3/65.

Electronic components: relays, diodes, demodulators, rectifiers, semiconductor devices, etc. Etudes Techniques & Representations Industrielles (manufacturer, importer), 8 Rue Boutard, Neuilly-sur-Seine (92). WTD 10/22/65.

Potentiometers suitable for use as electronic components. Direct purchase and agency. Requests replies in French. Ets. Ragonot (manufacturer, wholesaler, importer), 7 a 15, Bld. Gabriel-Peri, Malakoff (92). WTD 5/4/65.

GERMANY—Electronic measuring equipment, primarily digital instruments; data handling equipment, accessories; electronic components. Requests price quotations c.i.f. Duesseldorf. Direct purchase and agency. Dipl. Ing. Ernst Klevers (importer, wholesaler, sales agent), 29 Lerchenstrasse, 4 Duesseldorf-Oberkassel. WTD 8/18/66.

369 Electrical machinery, equipment, supplies

FRANCE—Aircraft electrical equipment; highly technical electrical and electronic products used in aeronautics. Direct purchase and agency. Requests replies in French. Ets. Ragonot (manufacturer, wholesaler, importer), 7 a 15. Bld. Gabriel-Peri, Malakoff (92). WTD 5/4/65.

SPAIN—Electro-therapeutic and electro-medical apparatus. Establecimientos Ortopedicos Prim (importer, wholesaler, retailer, agent), Preciados No. 33, Madrid (13). WTD 8/12/66.

371 Motor vehicles, motor vehicle equipment

FRANCE—Electric equipment for rapid tire changing; automatic car washers. Ste Intercontinentale de Recherches Techniques "SIRT" (manufacturer, importer, dealer, agent), 32 bis, Rue Rousselet, Paris, 7eme. WTD 12/10/65.

GERMANY—Machines, equipment, tools for service stations and repair shops. Requests price quotations f.o.b. factory. Direct purchase and agency. Philipp Gather KG. (importer, wholesaler, sales agent), Postfach, 402 Mettmann-Metzkausen. WTD 8/18/66.

MALAWI—Automobile spare parts, accessories, equipment suitable for any make of vehicle; also workshop and garage equipment, repair aids. Quote c.i.f. prices Beira port in £ sterling; full descriptive literature requested. Estimate delivery time. Direct purchase and agency. Messrs. Hall's Garage Ltd. (importer, distributor). King's Rd., P.O. Box 368, Blantyre. WTD 3/6/64 being revised.

375 Motor cycles, bicycles, parts

MALAWI—Full range of bicycles; simple, very strong, reasonably priced, with full spare parts, accessories, tire back-up essential; quote c.i.f. prices Beira port, in £ sterling; full descriptive literature requested. Direct purchase and exclusive agency. Messrs. Lalji Kurji Ltd. (manufacturers' representative, importer, wholesaler), Haile Selassie Rd., P.O. Box 61, Blantyre. WTD 7/11/66.

382 Instruments for measuring, controlling, indicating physical characteristics

● **ECUADOR**—Supply of household type galvanized iron water meters. Tender No. 11, bid deadline Oct. 20. Terms and specifications in Spanish. Correspondence preferred in Spanish. Tender documents available on payment of 50 sucres per set (approx. U.S. $2.57) plus $1 to cover postal charges, from Instituto Ecuatoriano de Obras Sanitarias (IEOS), Casilla 680, Quito, Ecuador.

384 Surgical, medical, dental instruments

AUSTRIA—Equipment, supplies for dentists, dental laboratories. Direct purchase and agency. Wilhelm Johannik (importer, wholesaler, manufacturers' agent), Skodagasse 9, A-1081 Vienna. WTD 8/12/66.

● **HONG KONG**—Supply of one caesa gammatron teletherapy unit for stationary field therapy complete with 3000 curie caesium—137 source, backpointer, control box, and accessories. Tender No. Stores C/23/27/66, bid deadline Sept. 23. It is suggested that offers be made through Hong Kong agents. Secretary, Tender Board, Colonial Secretariat, Government Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-WO 7-2939).

SPAIN—All types of surgical, medical, dental, orthopedic instruments, apparatus, supplies; especially interested in marketing new products. Establecimientos Ortopedicos Prim (importer, wholesaler, retailer, agent), Preciados No. 33, Madrid (13). WTD 8/12/66.

● **VIET NAM**—Supply of one bathtub to treat burned patients. Tender No. 2356-03086, bid deadline Sept. 21. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

386 Photographic equipment, supplies

FRANCE—Re-usable liquid which can be purified by water, acid solution, or mildly basic solution, for offset plates. Ets. Katz (engraver, wholesaler), 12, rue Crusol, Paris, XI. WTD in preparation.

391 Jewelry, silverware, plated ware

CANADA—Jewelry including costume jewelry, jewelry findings. H. & T. Kugler (manufacturers' agent), P.O. Box 522, Laval West, Quebec. WTD 8/10/66.

393 Musical instruments, parts

NETHERLANDS—Parts for electronic organs. N.V. Eminent (manufacturer, importer), 33 Wilhelminastraat, Bodegraven. WTD 8/2/66.

394 Toys, amusement, sporting goods

BRAZIL—High pressure bottles, 2,300 lb., for aqualungs (scuba); underwater pneumatic spear guns. Direct purchase and agency. Cobrasub Comercial Brasileira de Artefatos Submarinos Ltda. (assmebler, representative), Estrada da Gavea 644, Rio de Janeiro ZC-20, Estado da Guanabara. WTD 2/4/66.

CANADA—Sports equipment; to market research, later establish distributorships. Direct purchase and agency. Products With Research (market research organization), 50 Place Cremazie St. West, Montreal 11, Quebec. WTD 8/10/66.

399 Manufacturing industries

FRANCE—Small umbrellas, parasols for women. Ste Intercontinentale de Recherches Techniques "SIRT" (manufacturer, importer, dealer, agent). 32 bis, Rue Rousselet, Paris, 7eme. WTD 12/10/65.

NETHERLANDS—Advertising novelties; business gifts. Direct purchase and exclusive agency. Arnold Verwiel N.V. (importer, wholesaler, agent, commission merchant), 193 b Grotestraat, Waalwijk. WTD 7/18/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

195 Small arms

GREECE—Shotguns for hunting; 12, 16, 20, 22, 24, 28 caliber, corresponding cartridges; c.i.f. Piraeus quotations. Romeo A. Xanthopoulos (sales agent), 2-b Androu St., Athens 801. WTD 8/5/66.

201 Meat products

ITALY—Canned meat. Vito Mantia (agency), 133 Via Argenteria, Trapani. WTD 8/8/66.

202 Dairy products

ITALY—Canned whole milk. Vito Mantia (agent), 133 Via Argenteria, Trapani. WTD 8/8/66.

203 Canning, preserving foods

FRANCE—Canned food products such as fruits, fruit juices, crab meat, in standard-size tin cans. Requests replies in French. Jean-Pierre Bonnafous (sales agent), 72 Rue des Menuts, Bordeaux (33)-Gironde. WTD 3/3/66.

GERMANY—Canned fruits including peaches, apricots, pineapples, cherries, tangerines, canned vegetables including beans, peas, mushrooms. Unitas Handelsgesellschaft Leipert & Co. (importer, exporter, wholesaler, sales agent), 6 Bahnhofstrasse (P.O. Box 1261), 28 Bremen. WTD 6/25/65.

208 Beverage industries

CANADA—Beer, for sale to Quebec Liquor Board. Harry L. Ross, Amcan Agencies Reg'd. (commission merchant), 4777 Lacombe Ave., Montreal 26, Quebec. WTD 8/3/66.

209 Food preparations

ITALY—Chewing gum. Vito Mantia (agent), 133 Via Argenteria, Trapani. WTD 8/8/66.

220 Textile mill products

AUSTRIA—Woven piece goods for the garment manufacturing industry, manmade and natural fibers; curtain fabrics, home decorating materials; household, table, and bed cloth. Julius Leopold (importer, wholesaler), Gonzagagasse 15, Postfach 113, A-1013 Vienna. WTD 8/4/66.

Turkish toweling, chenille fabrics, products made thereof. Requests replies in German. Elvira Schmidt (manufacturers' agent), Handelsagentur, Schottenfeldgasse 77, A-1070 Vienna. WTD 8/4/66.

221 Broad woven fabric mills, cotton

FRANCE—All household linen and furnishing fabrics, cotton, for draperies, upholstery, sheets, bedspreads, toweling, tablecloths, napkins, dish cloths, etc. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Delecroix, Hem (59). WTD 6/21/65.

Upholstery fabrics, cotton, typical American designs. Jacques Deutsch (importer, agent), 45 Rue de Chezy, Neuilly-sur-Seine (92). WTD 12/10/65.

MALAWI—Cotton textiles for household drapery, African-styled clothing; bright patterns, good and cheaper qualities; c.i.f. prices Beira port in £ sterling; samples requested. Messrs. Travel & Agencies (Pvt) Ltd., J. W. Stratton (importer, distributor), P.O. Box 495, Blantyre (Warehouse at Bank/St.-Livingstone Rd., Limbe). WTD 7/25/66.

222 Broad woven fabric mills, manmade fiber, silk

FRANCE—Upholstery fabrics, manmade fiber, silk; typical American designs. Jacques Deutsch (importer, agent), 45 Rue de Chezy, Neuilly-sur-Seine (92). WTD 12/10/65.

223 Broad woven fabric mills, wool

FRANCE—All household linen and furnishing fabrics, wool for draperies, upholstery, blankets, bedspreads, toweling, etc. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (59). WTD 6/21/65.

Wool broad woven fabrics, typical American designs. Jacques Deutsch (importer, agent), 45 Rue de Chezy, Neuilly-sur-Seine (92). WTD 12/10/65.

Wool fabrics for clothing. Alfred Chotard (agent), 80 Rue du Faubourg Saint-Denis, Paris, 10. WTD 4/30/65.

228 Yarn, thread mills

FRANCE—Acrylic yarn, zefran type, N°. 20, 24, 30/2, for weaving and hosiery mills. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (59). WTD 6/21/65.

229 Textile goods

FRANCE—All household linen and furnishing fabrics, linen, flax, hemp, jute, mixture fiber for upholstery, sheets, bedspreads, tablecloths, napkins, dish cloths, etc. Henri Duprez & Cie (manufacturer, wholesaler), 48 Avenue Henri Delecroix, Hem (59). WTD 6/21/65.

231 Men's, youths', boys' suits, coats, overcoats

ETHIOPIA—Men's, youth's, boys' suits, coats, overcoats. Requests catalogues, prices. Taddesse Geremew (importer, commission agency), P.O. Box 3139, Addis Ababa. WTD 7/29/66.

232 Men's, youths', boys' furnishings

THAILAND—Shirts, neck-ties, slacks, etc. Requests prompt replies with catalogs and c. & f. price quotations. Intercontinental Design Co. Ltd. (importer, retailer), 32 Sukhumvit Rd., Soi 13, Bangkok. WTD 6/21/66.

233 Women's, misses', juniors' outerwear

ETHIOPIA—Women's dresses, suits, skirts, coats, similar outerwear, accessories; requests catalogues, prices. Taddesse Geremew (importer, commission agency), P.O. Box 3139, Addis Ababa. WTD 7/29/66.

234 Women's, misses', children's, infants' under garments

AUSTRIA—Foundation garments of all types. Requests replies in German. Elvira Schmidt (manufacturers' agent), Handelsagentur, Schottenfeldgasse 77, A-1070 Vienna. WTD 8/4/66.

ETHIOPIA—Women's, misses' underwear, night wear, allied garments. Requests catalogues, prices. Taddesse Geremew (importer, commission agency), P.O. Box 3139, Addis Ababa. WTD 7/29/66.

264 Converted paper, paperboard products

BELGIUM—Gummed tape. Ets Ch. Sampers & Co. (importer, exporter, wholesaler, manufacturer), 199 Mechelseesteenweg, Kontich. WTD 7/12/66.

ETHIOPIA—Stationery of all kinds, including tablets, related products. Requests catalogues, prices. Taddesse Geremew (importer, commission agency), P.O. Box 3139, Addis Ababa. WTD 7/29/66.

273 Books

NIGERIA—Books of various types. Speedwell Books Ltd. (importer, retailer), 41 Itire Rd., Suru-Lere, P.M.B. 1008, Yaba, Lagos. WTD 7/18/66.

282 Synthetic materials

FRANCE—Resin coating for the electronic industry (epoxy, silicone). Ets. Drouet (manufacturer), 78 a 87 Rue Leon Geffroy, Vitry-sur-Seine (94). WTD in preparation.

283 Drugs

PAKISTAN—Drugs, biological products, medicinal chemicals, pharmaceutical preparations. Requests catalogs and quotations c. & f. Karachi. Mandody Enterprises (importer), 520 Qamar Housem Bunder Rd., Karachi. WTD 6/28/66.

301 Tires, tubes

DOMINICAN REPUBLIC—Tires, tubes for motor vehicles. Requests replies in Spanish. Repuestos Automoviles, C. por A. (importer, retailer), P.O. Box 883, Santo Domingo. WTD in preparation.

311 Leather tanning, finishing

FRANCE—Imitation leather simulated from leather wastes. Requests replies in French. Marcel Allory (agent), 6 Rue Montauban, Angers (49). WTD in preparation.

329 Abrasive, asbestos, nonmetallic mineral products

ITALY—Fiberglass for marine application: coating of fishing boats up to 500 hp., staying away from port from 1 to 5 months. Requests replies in Italian or Spanish. Dr. Ignazio Casubolo (shipping agent, customs broker), 53 Molo Caito, Mazara del Vallo (Prov. Trapani), Sicily. WTD 8/18/66.

331 Steel mill products

BRAZIL—Stainless steel plates, sheets. Comercial e Importara Streiff Ltda. (agent, wholesaler), Avenida Sao Joao 1151, Sao Paulo. WTD 8/10/66.

335 Rolling, drawing, extruding of nonferrous metals

BELGIUM—Titanium and alloys; alloy steels. De Beukelaer—Export p.v.b.a. (importer, wholesaler), 1 Van Trierstraat, Antwerp. WTD 8/4/66.

342 Cutlery, hand tools, general hardware

MALAWI—Cutlery, garden tools, simple agricultural machinery, general hardware lines; simple, inexpensive, durable goods; c.i.f. prices Beira port, in £ sterling; requests samples or fully descriptive color catalogs. Messrs. J. S. Kanabar Ltd. (importer, dealer), Victoria Ave., P.O. Box 10, Blantyre. WTD 7/12/66.

SPAIN—All types of tools and equipment used in butcher shops. Exclusive agency. Luis F. Janeiro Gomez (manufacturer, agent), Santona 46, Madrid (19). WTD 8/12/66.

344 Fabricated structural metal products

PAKISTAN—Glass doors (including hardware such as invisible hinges, door knobs); electronically operated doors. Requests catalogs, quotations c. & f. Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., P.O. Box 3965, Karachi 4. WTD 7/22/66.

349 Fabricated metal products

VENEZUELA—Sports trophies. Lukus, C.A. (sales agent), Apartado 3786, Edificio Sudameris, Ofc. 1002-A, Piso 10, Avenida Urdaneta, Caracas. WTD 7/27/66.

351 Engines, turbines

ITALY—Marine diesel engines 300-500 h.p. for fishing boats. Requests replies in Italian, Spanish. Dr. Ignazio Casubolo (shipping agent, customs broker), 53 Molo Caito, Mazara del Vallo (Prov. Trapani), Sicily. WTD 8/18/66.

MALAWI—Small horsepower outboard engines for lake fishing craft; hardwearing, reliable engines essential, with full spare parts back-up; c.i.f. prices Beira in £ sterling; state delivery time; full illustrated descriptive literature requested. Messrs. Crisco Agencies Ltd. (wholesaler, retailer, importer), P.O. Box 167, Kamuzu Highway, Limbe. WTD in preparation.

352 Farm machinery

PAKISTAN—Farm earthmoving equipment, supplies. Requests catalogs, quotations c. & f. Karachi. Ally Brothers & Co. (Pakistan) Ltd. (importer), 14 West Wharf Rd., Karachi. WTD 3/28/66.

353 Construction, mining, materials handling machinery

FRANCE—Small hydraulic loader with hydraulically driven wheels, clam-type bucket. Intermat (importer, sales agent), 6 bis, Rue Adrien-Lesesne, Saint-Ouen (93). WTD 6/24/66.

PAKISTAN—Earthmoving machinery; road building equipment. Requests catalogs, quotations c. & f. Karachi. Ally Brothers & Co. (Pakistan) Ltd. (importer), 14 West Wharf Rd., Karachi. WTD 3/28/66.

Escalators, including parts, attachments; dumbwaiters. Requests catalogs, quotations c. & f. Karachi. National Illuminating Engineering Services Corp. (importer), 1 Beaumont Rd., P.O. Box 3965, Karachi 4. WTD 7/22/66.

354 Metalworking machinery

BRAZIL—Machine tools, metal working equipment for industry. Comercial e Importadora Steirff Ltda. (agent, wholesaler), Avenida Sao Joao 1151, Sao Paulo. WTD 8/10/66.

FRANCE—Hydraulic hammers. Intermat (importer, sales agent), 6 bis, Rue Adrien-Lesesne, Saint-Ouen (93). WTD 6/24/66.

356 General industrial machinery

AUSTRALIA—Water stills for laboratories, hospitals and industry; water demineralizers for industry. Clemco Ultra-Violet Products (importer, retailer, wholesaler, manufacturer), 27 Anderson St., Chatswood, N.S.W. WTD 8/8/66.

357 Office, computing, accounting machines

PAKISTAN—Electronic computers. Requests catalogs, quotations c. & f. Karachi. Electronic Corp. (importer), 114/P-2, P.E.C.H.S., Karachi. WTD 7/22/66.

358 Service industry machinery

GERMANY—Air conditioners for automotive vehicles; automatic water softeners. Somah GmbH (importer, wholesaler), 605 Offenbach am Main, Strahlenbergerstrasse 123-125. WTD 11/10/65.

361 Electric transmission, distribution equipment

VENEZUELA—Measuring instruments: wattmeters, amperemeters, potentiometers, etc. Sales agency for all of Venezuela. Electrorep, C.A. (sales agent), Calle El Leon, Quinta Rosmar, Urb. Parque Nacional Caracas, (Apartado 5246). WTD 7/26/66.

362 Electrical industrial apparatus

PAKISTAN—Generators, alternating current-over 2,000 kilowatts. Requests catalogs, quotations c. & f. Karachi. Ally Brothers & Co. (Pakistan) Ltd. (importer), 14 West Wharf Rd., Karachi. WTD 3/28/66.

365 Radio, television, receiving sets

PAKISTAN—Transistorized tape recorders, spares—(SDV-312). (R 1 to R 44). Capacitor, indicator, transformer, and other spare parts. Requests catalogs, quotations c. & f. Karachi. Modern Trading Co. (importer), P.O. Box 7103, Ghafur Chambers, Victoria Rd., Karachi 3. WTD 8/12/65.

366 Communication equipment

PAKISTAN—Electronic systems equipment—electronic tubes and allied supplies. Requests catalogs, quotations c. & f. Karachi. Electronic Corp. (importer), 114/P-2, P.E.C.H.S., Karachi. WTD 7/22/66.

367 Electronic components, accessories

PAKISTAN—Electron tubes, radio receiving and allied supplies. Requests catalogs, quotations c. & f. Karachi. Commersia (importer), 79 Wazir Mansion, Nicol Rd., Karachi 2. WTD 7/15/66.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Motor vehicle parts and accessories. Harper's Agencies (manufacturers' agent, importer), 7 Iluka St., Black Rock, S.9, Victoria. WTD 8/12/66.

ITALY—Automotive parts, accessories, particularly hydraulic power steering equipment. Carmelo Giglio (manufacturers' agent), Viale Raffaello Sanzio 14, Catania. WTD 8/9/66.

Passenger car trailers. Carmelo Giglio (manufacturers' agent), Viale Raffaello Sanzio 14, Catania. WTD 8/9/66.

372 Aircraft, parts

PAKISTAN—Aircraft parts, accessories; civilian, military. Requests catalogs, quotations c. & f. Karachi. Commersia (importer), 79 Wazir Mansion, Nicol Rd., Karachi 2. WTD 7/15/66.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—Hand-held gas detection instruments for use in mining, petroleum, chemical industries. Greendale Engineering & Cables Pty. Ltd. (merchants, engineers), 43-51 Nelson St., Annandale, N.S.W. WTD 6/23/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

382 Instruments for measuring, controlling, indicating physical characteristics

AUSTRALIA—Control valves, pressure gauges, industrial thermometers, related instrumentation. Technical Operations & Controls Pty. Ltd. (importer, manufacturer, agent), 89 Queen St., Ashfield, N.S.W. WTD 8/16/66.

394 Toys, amusement, sporting goods

THAILAND—All kinds of toys. Requests prompt replies with catalogs and c. & f. price quotations. Intercontinental Design Co. Ltd. (importer, retailer), 32 Sukhumvit Rd. Soi 13, Bangkok. WTD 6/21/66.

VENEZUELA—Toys and sporting goods. Lukus, C.A. (sales agent), Apartado 3786, Edificio Sudameris, Oficina 1002-A, Piso 10, Avenida Urdaneta, Caracas. WTD 7/27/66.

396 Costume jewelry, novelties, buttons, notions

THAILAND—Cuff links, tie pins, belts. Requests prompt replies with catalogs and c. & f. price quotations. Intercontinental Design Co. Ltd. (importer, retailer), 32 Sukhumvit Rd. Soi 13, Bangkok. WTD 6/21/66.

641 Insurance agents, brokers, service

HONG KONG—Exclusive agency for marine, fire, vehicle, and general (except life) insurance sought by importer-exporter and retailer-wholesaler. Firm plans insurance as a new

line to be handled by a new company to be created for such purpose. Contact: Wan Shing Co., 713 Li Po Chun Chambers, Hong Kong. Cable: GODSPEED.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Jorge Hector Errecaborde, representing Juan D'Ambra and Cia., S.A., Av. Juan B. Justo 1014, Mar del Plata, Province of Buenos Aires, **interested in developing a market for fish products.** Sept. 1 via New York. Itinerary: Boston and St. Louis. c/o Robert L. Stix, Inc., Parkway Rd. 141, Bronxville, N.Y.

AUSTRIA—Rudolf Zoechling, representing Papierimport and Grosshandel, Petrugasse 3, A-1030, Vienna, **interested in purchasing paper of all kinds** (c.i.f. Rotterdam/f.a.s. New York). Arrives Sept. 13 via New York. Itinerary: Cincinnati, Seattle. c/o U.S. Department of Commerce Field Offices: New York—61st Floor, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001; Seattle—809 Federal Office Bldg., 909 First Ave., Seattle, Washington 98104.

BELGIUM—Ivan Quets, Manager, Deconde S.P.R.L. and Papeteries Deconde, S.A., Chemin de la Guelene, Soignies, **interested in direct purchase and/or agency for paper and paper board.** Arrives about Sept. 5 via New York. Itinerary: New York, St. Regis Hotel, Sept. 5-17; Sheraton Hotel, Montreal, Canada, Sept. 18-24; Sheraton Hotel, Toronto, Canada, Sept. 25-27; Sheraton Hotel, Chicago, Illinois, Sept. 27-30.

BRAZIL—Luiz Philipe de Rezende Cintra, representing Companhia Brasileira de Moveis de Aco—Cibramo, Rua Brasilia 221, Caixa Postal 21091, San Paulo, **interested in visiting manufacturers of hospital furniture and equipment with a view to importing or obtaining a local representation,** requests technical information on same. Arrives about Sept. 15 in Dallas, Texas, for about 15 days. c/o John MacDonald, The Murray Co., P.O. Box 26200, Dallas, Texas. Itinerary: Houston, Los Angeles, New York.

ECUADOR—Guillermo Torres Carrera (economist), representing Oficina Tecnica de Informaciones, Calle Guayaquil 829 (P.O. Box 1321), Quito, **interested in visiting commercial banks, international financing institutions, credit insurance associations, and credit information bureaus.** Aug. 18 via Miami for about 2 months. Itinerary: Washington, D.C., New York City, Chicago. c/o 51-55 Van Kleeck St., Apt. 4-M, Elmhurst 13, N.Y. Telephone: NR 2-5704.

Nestor Heli Perez Avila, representing Almacen Nestor H. Perez, Avenida 10 de Agosto y Ante Esquina de la Virgen, P.O. Box 652, Quito, **interested in expanding his present lines to include construction materials.** In the U.S. until the end of September. Itinerary: Miami, San Francisco, and other cities. c/o 25 Rosewood Drive, San Francisco, Calif.

ENGLAND—James Voller, production engineer representing Bell Punch Co. Ltd., The Island, Uxbridge, Middlesex, **interested in latest production techniques in general use in the U.S. in the fields of business machines, metalworking equipment and electronics.** Arrives mid-September via New York. Itinerary: Boston, Wilmington, North Kingston, and other cities. c/o J. Perciasepe, Asst. Divisional Manager, Inter-Continental Trading Corp. Anita Div., 90 West St., New York City, N.Y. 10006.

INDIA—V. P. Goyal, representing Mukand Iron and Steel Works Ltd., Kurla, Bombay 70 A.S., **interested in locating U.S. participants to manufacture valves and fertilizer plant equipment.** Itinerary: Alliance, Ohio, Sept. 12-22; Washington, Sept. 23, 24. c/o Klaus W. Forster, Vice President, Kerma Corp., Alliance, Ohio.

NETHERLANDS—E. Christiansen, representing G. W. Ventilatie N.V., 53a Teilingerstraat, Rotterdam-1, The Netherlands, **interested in acquiring exclusive agency rights in western Europe for U.S. manufacturers of air-conditioning equipment, such as humidifiers, gas-fired air-conditioning units (rooftop and others), power roof exhausters, shock absorbers for a.c. units, ventilators, etc.** Early September via New York. Itinerary: Madison, Wis.; Indianapolis, Ind.; Rockford, Ill. Mail address in U.S. as yet unknown.

NEW ZEALAND—Roger W. Manuel, Managing Director, Coates Brothers (N.Z.) Ltd., 313-315 Church St., Penrose (P.O. Box 12-068), Auckland, S.E. 6, **interested in new developments in the graphic arts industry, agencies for printing supplies, polyurethene printing rollers, materials for the manufacture of solid elastomers.** Mr. Manuel would like to visit, in Los Angeles or New York, a facility manufacturing printing ink to study production and stock handling systems. Itinerary: Toronto, Canada, Sept. 10-13; Chicago, Sept. 13-16, Drake Hotel; Pittsburgh, Sept. 16-17, Pick Roosevelt Hotel; New York, Sept. 17-22, Barbizon Plaza Hotel.

TRINIDAD—Alim Khan Juman, representing Juman's Garment Factory Ltd., Lady Young Rd., Morvant, P.O. Box 961, Port of Spain, **interested in purchasing machinery for a biscuit factory, requests technical information and price quotations.** About Sept. 24 via New York City for about 2 weeks. Itinerary: Other cities in New York and North Carolina. c/o Manhattan Shirt Co., 1271 Avenue of the Americas, New York City, N.Y.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

GUYANA—The T.U.C. Housing Co-op, c/o the American Institute for Free Labor Development, 273 Lamaha St., Georgetown, Guyana, will receive applications for **prequalification from contractors wishing to submit bids for the three contracts calling for the construction of a total of 568 single family houses and a contract for site work for development of a 113-acre site** including clearing and grubbing, excavation, drainage, sewerage and sewerage disposal plant, bridges, gravel roads, and miscellaneous items.

The work to be done under these contracts consists of furnishing all labor, material, and supervision to construct a worker housing project of 568 individual houses and the related site urbanization. The site is located in the Greater Georgetown area.

This project will be financed by a loan to be guaranteed by the Agency for International Development.

Qualified contractors will be permitted to submit bids on one or more of the three house contracts and the site work contract in relation to their previous experience and financial capabilities.

The prequalification application form can be secured from the American Institute for Free Labor Development, Technical Services Dept., 1925 K St. NW., Washington, D.C., or the American Institute for Free Labor Development, 273 Lamaha St., Georgetown, Guyana. Bids when advertised will be received only from prequalified bidders.

Leads for Importers

Commodities are offered direct unless specified

101 Iron ores

GUINEA—Powdered iron ore ("fines"), with slight chrome content. Current stock of *fines* on hand is 200,000 metric tons. Size of particles ranges up to 10 millimeters. Iron content 48 to 50%. Chrome content about 0.9%. Price, f.o.b. Conakry, about $3 a metric ton. Recent production of *fines* has been about 20,000 metric tons a month, and future production is also offered for sale. Requests replies in French. Compagnie Miniere de Conakry (producer, exporter), B.P. 610, Conakry. WTD in preparation.

203 Canning, preserving foods

TAIWAN—Frozen passion fruit juice, packed in 3-gal. (25 lb.) poly bags; direct or through agents. Pan-Pacific Processing, Inc. (manufacturer, exporter), P.O. Box 22337, Taipei. WTD in preparation.

204 Grain mill products

TOGO—Tapioca; good tonnage; quotations sent on request; request replies in French. Jean M. K. Nugloze (exporter), B.P. 1405, Lome. WTD in preparation.

209 Food preparations

TOGO—Coconuts and spices; quotations, samples on request; request replies in French. Jean M. K. Nugloze (exporter), B.P. 1405, Lome. WTD in preparation.

228 Yarn, thread mills

PAKISTAN—Acetate rayon filament yarn of 45 to 300 deniers, about 10 tons daily. Kohinoor Rayon Ltd. (manufacturer), 6 Egerton Rd., Lahore, West. WTD 8/3/66.

242 Sawmills, planing mills

MALAYSIA—Processed Malaysian timber made to specifications. J. M. Gomez & Co. (importer, exporter, wholesaler, indent agent), P.O. Box 94, 2-B Mill Rd., Malacca. WTD 6/4/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Veneers, all species of wood, especially French walnut. Etablissements Lavaud (importer, wholesaler, manufacturer), 81 Rue d'Avron, Paris, 20. WTD 9/21/65.

MALAYSIA—Veneer corestock, plywood. J. M. Gomez & Co. (importer, exporter, wholesaler, indent agent), P.O. Box 94, 2-B Mill Rd., Malacca. WTD 6/4/66.

261 Pulp mills

PAKISTAN—Linters pulp, about 4 tons daily. Kohinoor Rayon Ltd. (manufacturer), 6 Egerton Rd., Lahore, West. WTD 8/3/66.

281 Industrial chemicals

PAKISTAN—Ethyl alcohol, 2 tons daily; acetic acid, 2 tons daily; acetone ¾ ton daily. Kohinoor Rayon Ltd. (manufacturer), 6 Egerton Rd., Lahore, West. WTD 8/3/66.

283 Drugs

VENEZUELA—Aloe (Paraguana type) in wood boxes of 40 or 50 kilograms net weight. Bonvecchio & Co. Almacen Venezuela (importer, distributor), Apartado 9, Punto Fijo Avenida Jacinto Lara, Punto Fijo, Edo. Falcon. WTD 8/11/66.

356 General industrial machinery

FRANCE—Machinery for casting light alloys for permanent moulding. Escofier & Cie (manufacturer), 4 Rue Lord Byron, Paris, 8. WTD 9/21/65.

Construction Awards

IRAQ (ID-1=U.S. $2.80)—The Iraqi Director General of Roads and Bridges signed a contract with Standard Telephone and Cable (a British subsidiary of ITT) for the supply and installation of electronic equipment at the new Baghdad International Airport. The value of the contract is ID 912,228. Tenders are still to be advertised for additional electronic equipment for the new airport, including navigational aids and radar.

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during June and July is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

Colon Free Zone trade continues up

The value of commercial goods received and transshipped through Panama's Colon Free Zone increased 17.9% to a record of $140,737,000 during the first six months of 1966 over the same period last year.

The dollar value increase was accompanied by increases in total tonnage reexported by both air and sea which amounted to 40% over last year. Total imports from the U.S., Europe, the Near and Far East and Africa amounted to $55,197,000—up 24% over the same six months period of 1965. Total exports primarily to Central America, South America, Panama and the Caribbean amounted to $85,534,715, up 14%.

The six-month increase in total commercial volume continued the upward trend reported in 1965, when Free Zone volume reached $248 million—the highest in the Colon Free Zone's 17-year history.

Based on previous mid-year estimates, the Colon Free Zone appears to be heading for a new record volume approaching $280 million to $300 million in 1966.

Established in 1948, the Colon Free Zone is the largest hemispheric entrepot for the distribution of commercial goods throughout Latin America. It is serviced by 26 airlines and 64 shiplines, and managed by an independent board of directors.

International program helps engineer group win award

The Institute For International Engineering, held every two years at the University of Colorado, figured prominently in awards presented by the American Society of Association Executives to the Consulting Engineers Council of the U.S.

CEC was named for the Grand Award in the Management Achievement category for its international engineering program, which emphasizes the export of U.S. professional engineering services as an aid in solving the balance of payments problem.

CEC's international engineering activities include sponsorship of foreign trade missions, publication of an International Engineering Directory, a Global Opportunities Bulletin and other publications, and sponsorship of the biennial International Engineering Institute, in cooperation with Colorado University and the Department of Commerce.

The Institutes are planned by a Committee of the CEC, University representatives and regional Department of Commerce personnel. The next Institute is scheduled for October 4-7 in the University of Colorado Memorial Center.

ASIE founders get traders '66 award

Their work in founding the American Society of International Executives has resulted in recognition for two members of Philadelphia's world trade community.

Thomas C. Ballagh, president of Ballagh & Thrall, Inc., and current president of ASIE, and Dr. Roland L. Kramer of the University of Pennsylvania, executive vice president and secretary of ASIE, will be given the annual award of the Foreign Traders Association of Philadelphia.

Presentation will be made at the association's annual meeting on Sept. 22 at the Sheraton Hotel, Philadelphia. E. E. Schnellbacher, assistant director of the U.S. Department of Commerce's Bureau of International Commerce, will be the principal speaker.

NICB 50th year session to draw 1,500 executives

About 1,500 top executives from major corporations in 20 countries are expected to attend the World Convocation of the National Industrial Conference Board at the Waldorf-Astoria Hotel, New York, Sept. 19-21. Theme of the meeting, which notes the board's 50th year, is "The Future of Capitalism."

Among the speakers from outside the U.S. are Prime Minister Lester B. Pearson of Canada; Dr. Alberto Lleras, former president of Colombia; Giscard d'Estaing, former French Finance Minister, and Karl Blessing, president of the Deutschen Bundesbanke.

British leader at seminar

Great Britain's Chancellor of the Exchequer James Callaghan is keynote speaker at an American Management Association briefing on financial decisions for United Kingdom operations at the Hotel Roosevelt, New York, Sept. 29 and 30. Britain's recent tax reform and its National Plan for new plants and machinery will be key subjects.

New Books and Reports

***International Monetary Fund's 17th Annual Report on Exchange Restrictions.* IMF, Washington. Free.**

The first part of this Report deals in general terms with foreign exchange developments in 1965 and the early months of 1966.

Progress was again made by European countries in reducing reliance on restrictions. Outside Europe, restrictions were relaxed by Brazil and Japan but were intensified by South Africa. Developing countries tended, on balance, toward stricter controls.

In the second part of the Report, the exchange systems of the 103 member countries of the Fund are described, as are the systems of 4 nonmetropolitan territories and of 3 countries that are not members of the Fund. The surveys present details of the basic exchange rates, the authorities that administer the exchange controls, the operation of the accounts of nonresidents, and the requirements concerning settlements for imports, exports, invisibles, and capital transactions; they conclude with chronological listings of the more significant changes that took place during 1965 and early 1966.

Write: The Secretary, International Monetary Fund, 19th & H Sts. NW., Washington, D.C. 20431.

***The Central Sales Tax Act (2nd Ed.).* By R. V. Patel. N.M. Tripathy Private Ltd., Bombay. 323pp. $4.67.**

This edition takes into account all amendments to the Indian Central Sales Tax Act as of January and provides a commentary thereon. In addition to providing the full text of the Act together with its amendments, the volume includes the rules published by the Center and the States. Indexed.

Write: N.M. Tripathy Private Ltd., Bombay-2, India.

***Letifaden fuer Presse und Werbung* (a Guide to the Press and Advertising). 19th edition by Willy Stamm. Stamm-Verlag, Germany. 1400pp. $7.50.**

This valuable guide contains detailed information on all German newspapers, periodicals, yearbooks, the foreign press, television, radio and motion picture advertising and other media. In addition it lists advertising agencies and other information which may be needed by an advertiser.

For a particular publication, one can find the place of publication, circulation and the price of a millimeter line.

Alternatively, for a given region or city one can determine the names and pertinent data on the newspapers that serve this region. Although the manual is written in German the index and key paragraphs are translated into English and French.

Write: Stamm-Verlag, G.m.b.H., Goldammerweg 16, 4300 Essen-Stadtwald, Germany.

Export best seller

A Small Business Administration handbook on exporting for small firms has become something of a best seller.

More than 10,000 copies of "Export Marketing for Smaller Firms," have been sold during the past two years.

SBA recently issued a new, up-to-date edition of the booklet. The handbook provides a detailed analysis on all phases of exporting, including methods of determining sales and market potential.

The 89-page booklet was prepared by a research foundation at the Harvard Graduate School of Business Administration.

It may be purchased for 50 cents from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402

***Norway. An Economic Survey by the OECD.* OECD Publications, Paris. 47pp. 80 cents.**

Each year the Organization for Economic Co-operation and Development publishes a series of economic surveys of by member countries.

This newest survey reviews current trends in the Norwegian economy and recent policy measures. The main features of the authorities' income policy and some longer-term trends in the economy, particularly the marked acceleration in growth from the 1950's to the 1960's and the main factors behind it, are also reviewed.

Write: OECD Publications Center, 1750 Pennsylvania Ave., N.W., Washington, D.C., 20006.

***Werbeleiter Handbuch (The Advertising Executive's Handbook).* Edited by Dr. Hans Ludwig Zankl. In German. Verlag Moderne Industrie, Munich. 1,321 pages. DM 90 (about $22.50).**

The 50 sections of this basic handbook on advertising in Germany were written by 48 prominent German advertising specialists and edited by the Director of the Rhineland-Westphalia Advertising School in Cologne. The volume covers advertising from general topics such as market research and advertising psychology, to such specific areas as advertising for pharmaceuticals, banks, insurance and mail order houses.

The technical side of the field is well-covered by articles on printing, photographic techniques and specialized aspects of the use of newspapers, television, radio and motion pictures.

Write: Verlag Moderne Industrie, Aachenerstrasse 9, 8 Munich 23, Federal Republic of Germany.

***Financing Foreign Operations.* Prepared and Published by Business International Corp. 1966. 300pp. $180.**

A basic reference for corporate managers on techniques of international financing and evaluations of key sources of capital in international and local markets. Major points covered are self-financing vs. external financing, debt vs. equity financing, local vs. foreign financing. The uses of currency "swaps," and investment guaranties are discussed as well as methods of protecting foreign assets and operating in an inflationary market.

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Write: Business International, 757 Third Ave., New York, N.Y. 10017.

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Write: Publishing Service, United Nations, New York, N.Y.

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Calendar *for international traders*

BALTIMORE—Sept. 16—Foreign Service Officer's visit and tour of Bethlehem Steel Corp. Sponsors: Bethlehem Steel Corp.; REEC; Department of Commerce Field Office.

CHAMPAIGN, ILL.—Sept. 19-23—Institute of International Trade, University of Illinois.

CHICAGO—Sept. 13—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Sept. 21—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

CHICAGO—Sept. 22—International Trade Club, luncheon, Palmer House.

CHICAGO—Sept. 27—Meeting for Exporters, Field Office.

CLEVELAND—Sept. 14—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

CLEVELAND—Sept. 28—International Day, luncheon, Sheraton-Cleveland Hotel. Sponsor: Chamber of Commerce.

DALLAS—Sept. 14—In-Office Workshop. Sponsors: Department of Commerce Field Office and REEC.

DENVER—Sept. 13—International Patent Licensing Conference, 2-4 p.m., Denver U.S. National Bank. Sponsors: Denver Field Office, Department of Commerce; Colorado Division of Commerce & Development.

DETROIT—Sept. 13—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DETROIT—Sept. 27—Export Marketing Workshop, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DOYLESTOWN, Pa.—Sept. 14—International Trade Development Assn. of Bucks County. Dinner meeting, 5:30 p.m., Conti Cross Keys Inn. Sponsor: Lower Bucks County Chamber of Commerce.

DULUTH—Sept. 14—Export Conference, Hotel Duluth. Sponsors: Minneapolis Field Office, Department of Commerce; REEC.

HONOLULU—Sept. 21—Finance and Insurance Seminar, 10 a.m., Commerce Department Field Office, 1022 Bethel St. Sponsors: Honolulu Field Office and REEC.

JACKSONVILLE, Fla.—Sept. 20—Export Conference, 2 p.m., Commerce Department Field Office. Sponsors: Jacksonville Field Office.

KANSAS CITY—Sept. 13—Meeting for Exporters, Advertising & Sales Executives Club. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY—Sept. 22—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MARTINSBURG, W.Va.—Sept. 13—Regional Export Expansion Council meeting, 10:30 a.m. Sponsors: Charleston Field Office, Department of Commerce; REEC; Martinsburg/Berkeley County Chamber of Commerce.

MEMPHIS—Sept. 20—Memphis World Trade Club, Port of Galveston night, Hotel Claridge.

MEMPHIS—Sept. 21—Export Workshop on Europe, Hotel Claridge. Sponsors: Memphis Field Office, Department of Commerce; REEC; Mid-South Exporters' Roundtable.

MINNEAPOLIS—Sept. 14—Minnesota World Trade Assn. monthly dinner meeting, Holiday Inn-Central (formerly Capp Towers).

MINNEAPOLIS—Sept. 20—In-Office Export Conference, Department of Commerce Field Office. Sponsors: Minneapolis Field Office; REEC.

NEW YORK—Sept. 14-15—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

NEW YORK—Sept. 15—Overseas Automotive Club meeting, 12 noon, Summit Hotel.

NEW YORK—Sept. 15—FCIB Drug, Chemical & Food Export Club, Industry Group meeting, 12:15 p.m., Advertising Club.

NEW YORK—Sept. 20—Joint meeting of the World Trade Committee and directors of the National Assn. of Export Management Co., Inc. 12:15 p.m., Williams Club, 24 E. 39th St. Speaker: Harold Hall, commercial counselor, U.S. Embassy, London.

PHOENIX—Sept. 15—Export Workshop, 10 a.m.-12 noon, New Federal Bldg. Sponsors: Phoenix Field Office, Department of Commerce; REEC.

PITTSBURGH—Sept 21—In-Office Export Workshop, 2 p.m., Federal Bldg. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

QUINCY, ILL.—Sept. 14—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. THOMAS, V.I.—Sept. 17—Governor's Conference on World Trade, 10 a.m., Government House, Charlotte Amalie. Speaker: **John T. Connor, Secretary of Commerce.**

SAN JUAN, P.R.—Sept. 18—Annual combined REEC and Chamber of Commerce Meeting and World Trade Week inauguration, 12 noon, Puerto Rico Sheraton Hotel. Speaker: **John T. Connor, Secretary of Commerce.**

SEATTLE—Sept. 20-21—Air Cargo Workshop on Shipper Needs, Air Carrier Capabilities and Services, Hotel Olympic. Sponsors: Civil Aeronautics Board; National Industrial Traffic League.

SLIPPERY ROCK, Pa.—Sept. 14—Export Seminar and Workshop. 12 noon speaker, R. A. Brayton, director of export sales, Armco International. Sponsors: REEC; Department of Commerce Field Office; Slippery Rock College.

TUCSON—Sept. 21-22—Export Workshops, (21) 10 a.m.-12 noon and 2-4 p.m., (22) 10 a.m.-12 noon, Chamber of Commerce. Sponsors: Phoenix Field Office, Department of Commerce; REEC; Chamber of Commerce.

WHITE PLAINS, N.Y.—Sept. 14—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel.

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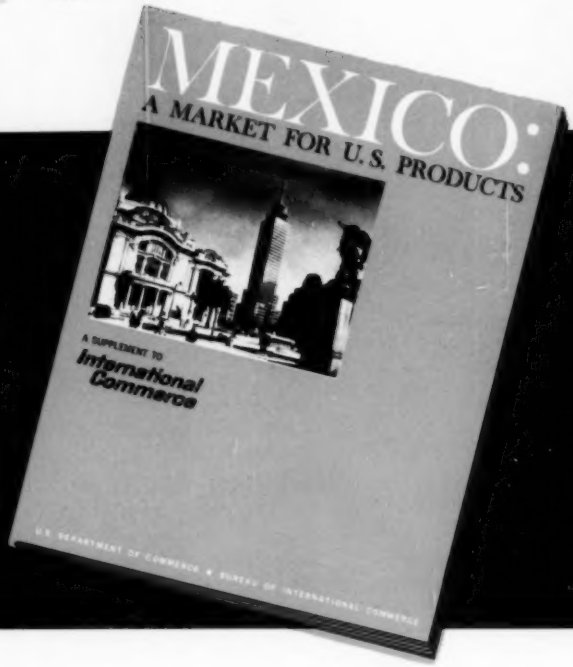

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